

Shipping MANAGEMENT

Packing

Transport

Handling

Part of the Lion Brothers Co., Inc. shipping department is shown in the photo below. The various types of sealing machines shown are used to solve some of the type of sealing problems with which they are confronted. See complete story on page 13.



OCTOBER 1953

**8th Annual
SIPMHE SHOW
OCTOBER 19-22, 1953
Booth Locations: Page 20**

RUGGED SIMPLICITY!

The Derby Sealer MODEL 32 GUMMED TAPE DISPENSER

Easy To Use . . . Easy To Clean . . . Easy To Service

**THE MOST DEPENDABLE MACHINE
OF ITS KIND ON THE MARKET!**

EXCLUSIVE DERBY MOISTURE CONTROL SYSTEM

Derby Sealers Model 32 and Model 32-T feature maximum constant water level to keep Capillary Lag (the time of travel from water level to brush tips) at an absolute minimum. Exclusive with Derby.



The key to the Model 32's durability, accuracy, dependability and speed is its simplicity of design. Derby's exclusive, one-piece solid casting eliminates joints and provides added rigidity . . . no side frames to get out of line . . . no tie rods to loosen. What's more, with the exclusive Derby Moisture Control System, a maximum high water level is maintained in the tank to assure a constant supply of water to the brush no matter how fast tape is dispensed! The Model 32 is indispensable in the shipping room . . . a fast, precision worker on the production line! Model 32-T for reinforced Strapping Tapes gives double-edge economy with reversible, tool-steel knife.

Accommodates Any Tape From 1 inch To 3 inches Wide. Delivers From 4 to 34 inches Of Tape At One Stroke.



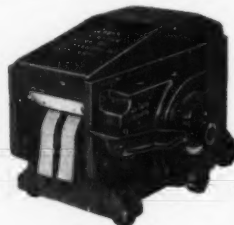
GRIP-A-TAB

LEVER-OPERATED, PRESSURE SENSITIVE TAPE DISPENSERS

Versatile . . . Accurate . . . Economical

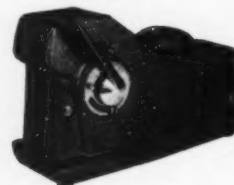
MODEL 80 SERIES

Dispense predetermined lengths of the toughest pressure sensitive tapes. Deliver accurate, measured lengths from 1½" to 20" in a variety of widths.



MODEL 90 & 90-S

Accurately deliver measured lengths of cellophane and acetate fibre tapes. Model 90-S with slitter for economical usage of narrow widths.



DERBY SEALERS, INC.
DERBY, CONNECTICUT

**the only way
you can duplicate
a roll of
Gilman Gummed Tape
is to order
another!**



ask your paper merchant . . . if he cannot supply you, ask us.

Gilman Gummed Tape is 100% Gilman made in our own integrated plants, at Gilman, Vermont. Golden Brown, Natural, White, and colors; ribbed or plain, with choice of color printing.

uniform quality from the beginning of the roll to the end . . .

Gilman standard gummed tape is of higher quality than many premium tapes . . . the result of constant research, constant testing, constant watchfulness and the determination to make Gilman Gummed Tape still better — if possible!

“no other closure does so much for so little”

Strengthens Container
Makes Neater Package
Protects Contents
Keeps out Dirt, Dust, Vermin
Resists Moisture
Eliminates Pilfering
Reduces “Damaged Goods” claims
Easy to Apply
Economical to buy.

*for 3 generations—
the most
quality-conscious
producer of gummed tape
in the industry!*

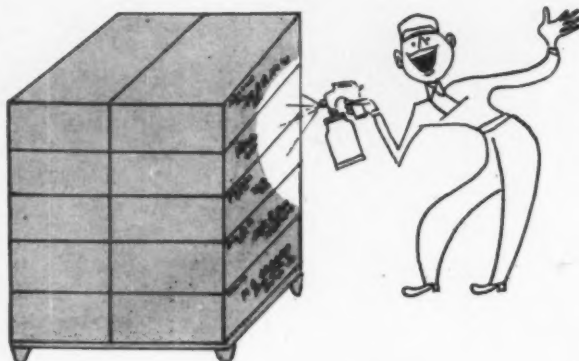
GILMAN PAPER COMPANY

630 Fifth Avenue, New York 20, N. Y.

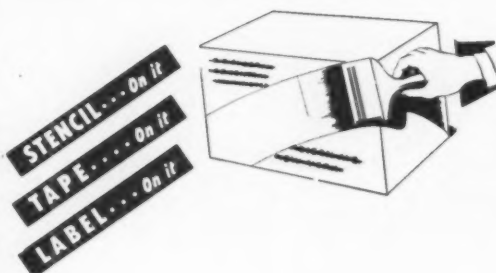
Daily News Bldg., Chicago 6, Ill.



\$3200.00 SAVED



By Investing
\$125
in



Read the Whole Story

A manufacturer with 20,000 printed shipping cartons left over after an item was discontinued used these cartons for shipping other items by spraying the obsolete printing with COVERMARK

25 gallons did the job — covering all four printed sides of each carton, ready for immediate use.

This is typical of the savings made by COVERMARK — the "eraser" of the shipping department. Works equally well with brush or any standard spraying equipment.

Are you using COVERMARK? If not, order some today.

Packed in one gallon (covers 750 sq. ft.) and 1 qt. cans

1 gallon	6.00	1 quart	1.75
4 gallons		6 quarts	
(case)	5.50 ea.	(case)	1.65 ea.
12 gallons	4.95 ea.	12 quarts	1.50 ea.
fob warehouse, Philadelphia or New York			

Your money back if not satisfied. We will send COVERMARK to you on approval if you wish.

☐ Check Enclosed ☐ Send on Approval

Name

Company

Address

DON'T DELAY...You'll lose money



MAIL COUPON TODAY

The W. H. ALEXANDER Co.

Shipping Department Equipment

122 Arch Street
Philadelphia 6, Pa.

147 Chambers Street
New York 7, N. Y.

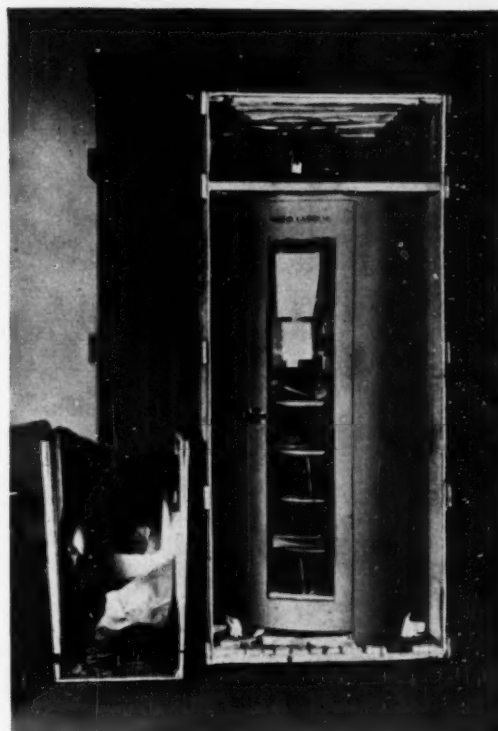


"CASE" HISTORIES FROM ATLAS PLYWOOD'S SHIPPING CONTAINER CLINIC (Safe-Transit Certified)

A single Atlas Plywood case does the job
of two cases previously used . . .
greatly increases protection . . .
cuts shipping weight 20%

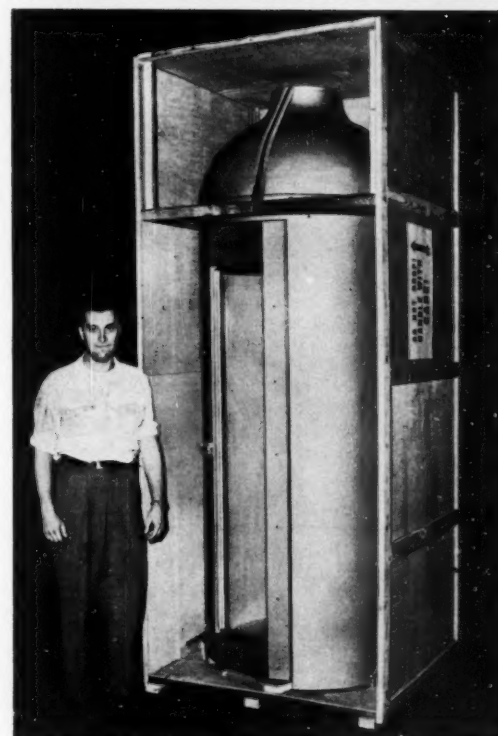
THIS CASE WASTED MONEY

This Bevador cooler* used to be shipped in two heavy wooden cases — shown here with fronts removed to reveal makeshift blocking methods. Sample was received at Atlas Plywood "Shipping Container Clinic" with foot-long hole in crate bottom. Total gross shipping weight: 1,010 lbs.



THIS CASE SAVED MONEY

In Atlas Plywood's "Shipping Container Clinic", engineers designed a single cleated plywood case to hold both units. Note improved blocking — also that cases are shipped in horizontal position, with skids on bottom and end for easy handling. Cleated plywood virtually eliminates transit damage. Total gross shipping weight: 800 lbs. — 210 lbs. of shipping cost saved.



IN YOUR CASE — POSSIBLY A SIMILAR SAVING

What you pay for *shipping* includes what you pay for the containers, what you pay for *shipping* the containers (at the rate for the contents), and what you pay for damages.

Have Atlas Plywood — the "greatest name in plywood" — help you save all you can on these costs. Our "Shipping Container Clinic" offers a free service for testing your present containers under all kinds of simulated conditions — and recommending improvements. There's no cost or obligation — and you are invited to come along and watch the tests.

Your Atlas Plywood representative (see Classified Telephone Directory) will be glad to make the arrangements. Or write to — Rodney P. MacPhie, 1432 Statler Building, Boston, Mass.

*Mfrd. by Jewett Refrigerator Co., Buffalo, N. Y.

Atlas Plywood

CORPORATION
FROM FOREST TO FINISHED PRODUCT



PLYWOOD
CONTAINERS
FLUSH DOORS
HARDWOOD PANELS

FREE LITERATURE

Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need to do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.



NEW WEIGHT LIMITS. . . . Do you know to what cities you can ship 20 pounds? 40 pounds? 70 pounds? This parcel post, express, freight guide, gives you all rates and routing information. Loose leaf in form, always up-to-the-minute. FREE details if you check 1.

POWER CONVEYOR . . . much cheaper to maintain and operate than an elevator from floor-to-floor, also wheel & roller gravity conveyors. CATALOG, FREE, check 2.

ANY NUMBER . . . you dial gives you the right number of inches . . . your gummed tape cut exactly to your "telephone measurement". This new way of "dialing" your gummed tape will save your company money and pay for itself in a short time. Details, check No. 3.

SEAL 'EM STRONGER . . . in $\frac{1}{2}$ less time, with this "reptilian" special tape. 20 yard test sample, YOURS, FREE, and details of how tests were made if you check 4.

COMPLETE FOLDER . . . Yours FREE, covers light and heavy-duty sealing machines, tacky tape dispensers, gummed tape printers, label and envelope moisteners, attachments and accessories — for shipping room and factory. Check 5.

LIGHTER DESICCANT . . . this product gives you 35.4% less unit weight with

the same moisture check-up and Grade A protection. An improved desiccant for your Method II packs. FREE details, name of nearest representative, check 6.

CARTON GLUERS . . . These motor-driven machines glue carton flaps securely in quick time. Uniformly glued flaps insure safely sealed cartons. No glue-ooze at the edges. Uses any carton sealing glue. COMPLETE INFO FREE. No. 7.

PARCEL POST SCALE . . . Simply press the zone key. One figure shows the exact postage. Descriptive bulletins FREE, if you check 8.

TAPE DISPENSER BULLETIN . . . Details about tape dispensers for every conceivable packing operation, with or without special attachments, in this bulletin. YOURS FREE if you check 9.

BARRIER WRAP DISPENSERS . . . This brand new machine is an essential in your shipping room if you use barrier wrap. It gives you your own selection of measured lengths and widths of barrier wrap in one operation. For details from Dept. SM, check 10.

PACKING PADS . . . engineered to your needs. Results guaranteed. All lengths to 160 inches. Seven standard thickness. For address of nearest office, DETAILS

FREE. Check 11.

WRAP PARTS QUICKLY . . . and protect them from dust and scratches with this coated wrap that sticks only to itself. Wrap it over the parts, press together . . . parts are sealed. FREE SAMPLES, from Dept. Y, Check 12.

SHIPPING DEPT. EQUIPMENT . . . Stencil machines, of course, and all the accessories to go with it: stencil ink, fountain brushes, fountain markers, tape dispensing machines. FREE INFO, check 13.

SHIPPING CONTAINERS . . . No worry about excess weight, breakage, puncturing or high costs with this hardwood veneer faced with kraft paper shipping container. Low-priced, tough. Info. & prices, check 14.

MARKING CRAYONS . . . for permanent waterproof markings that won't rub off. FREE ILLUSTRATED MARKING CRAYON price sheet, Dept. TSM. Check 15.

LEARN FREIGHT TRAFFIC . . . Management. High pay, security, plenty of jobs, interesting work. Approved for veterans. Folder FREE, details. Check 16.

CONTAINERS . . . scientifically designed, for YOUR product. Maximum protection—economy in weight and space. Consult us FREE on your specific problems anytime. FREE Details. Check 17.

GUMMED TAPE . . . Everything you'll ever want to know about the types, sizes, uses and virtues of gummed tape, in FREE FOLDERS, BOOKLETS AND SAMPLES, check 18.

FREE ADVERTISING . . . can accompany your every package now by using this four color printed gummed kraft sealing tape. A 25 bundle order gives 28 $\frac{1}{2}$ miles of sealing tape colorfully printed to your specifications. Complete details, FREE, check 19.

STORAGE RUST . . . to metallic parts. Transparent air tight plastic overcoats are your answer. Dip tank provided by this company the method. FREE details, check 20.

PLYWOOD . . . is the answer to many container problems. And this company has all the answers in plywood. "Shipping Container Clinic" offers FREE advice Check 21.

SHIPPING MANAGEMENT

425 Fourth Ave., New York 16, N. Y.

10/53

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| 7 <input type="checkbox"/> | 14 <input type="checkbox"/> | 21 <input type="checkbox"/> | 28 <input type="checkbox"/> | |

If you want SHIPPING MANAGEMENT, 12 months for \$3, check here ☐

Name Your Title
or Position
Company
Address
City State

Check
HELPS
By Number
MAIL Today!

HUMIDITY INDICATORS . . . Our government contracts for millions of these humidity indicators is evidence enough of their value to you! Also dip tanks, Silica Gel, and other corrosion prevention products. **FREE LITERATURE**, check 22.

NO MESSY GLUE . . . pots and brushes with this solution to your label gluing problem. Low initial cost, no upkeep, trouble free. Used for applying glue to labels for cartons, bottles, cans. In three sizes. Ten day free trial. **FREE** info, check 23.

PAPER SHREDDING . . . machine provides interior packaging material cheaply. Four ways to save space & money shown in **FREE FOLDER**. Check 24.

MARKING CARTONS . . . is done in bold or fine lines with ease with these two felt-tipped markers. Used with instant drying waterproof non-smudging inks. In two convenient sizes. Info, check 25.

WIREBOUND BOXES . . . and crates. "What To Expect From Wirebounds" tells you of the advantages of steel wire — thinner wood wirebounds, with actual case histories. For your **FREE COPY** of this book check 26.

FIBRE-REINFORCED WATERPROOF . . . protective paper. Entirely new and different, this paper meets every requirement for tough, durable, protection against moisture. It is tough and strong, puncture resistant, pliable, easy to handle, competitively priced. **FREE BROCHURE** describing the new sensational waterproof wrapper, if you check 27.

CODED GUMMED TAPE . . . You can print or code your gummed tape simply by adding this piece of type printing equipment to your present machine. Changeable type units allow for quick change of copy in a matter of seconds. Prints clear and clean, printed with instant drying ink that won't smudge. Full particulars **FREE** if you check No. 28.

FAST TAGGING . . . of your shipments, and quick attachment of linings to shipping crates with this remarkable, fast working one-hand tacker. **FREE BOOKLET** with the whole story. Check 29.

STORAGE RACKS . . . of every kind, to answer every packing & packaging need. Practical approach to conservation of floor space and use of up-to-date handling-stacking racks. Catalog, **FREE**, check 30.

RENT YOUR SKIDS . . . and your tin plate and pallet trucks, or buy them new or used from this distributor with a 6-month guarantee. Details **FREE**, check 31.

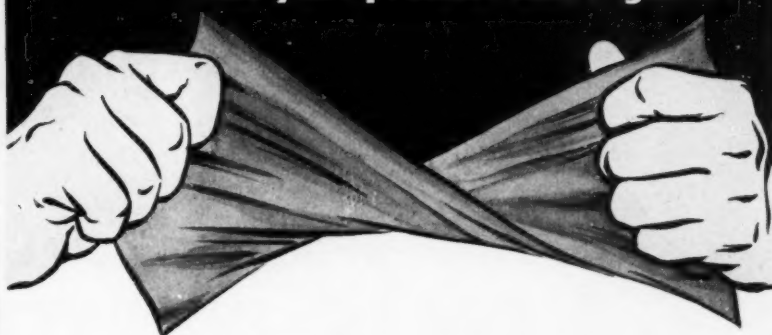
WIRE STITCHERS . . . This combination stitcher wire seals tops of packed containers as well as bottom of empty containers and is quickly convertible from one operation to the other. **FREE** info, check 32.

HANDY WALL CHART . . . Contains new postage rates and all other available information about current postal rates. The 4th Class Rates are the new ones as of October 1, 1953. **FREE**, check 33.

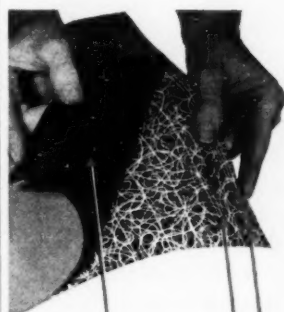
MEN — METHODS — MATERIALS

Twist it-Tug it-Flex it-

... fits your product like a glove!



IT'S THILCO'S NEW, TOUGH *Machine Creped, Elasticized* **Wrap-DRI PAPERS—TYPE MR AND JR**



STURDY 30 LB. KRAFT
COATED WITH ASPHALT
ON BOTH PLIES

EVENLY FORMED
MAT OF TWISTED
THILCO FIBRES

NOTE EXTRA
EDGE STRINGS FOR
TEAR RESISTANCE



Get this
FREE
brochure

New, dispersed fibre reinforcing for unusual toughness and strength — plus machine creping for extra flexibility and cushioning... That's the combination that makes Thilco's type MR and JR asphalted waterproof papers your best bet for economical, heavy-duty protective wrapping. With Wrap-Dri you get three-fold packaging superiority —

- 1. FLEXIBILITY** — Extra pliability and ease of handling speeds up wrapping production — cuts skyrocketing labor costs.
- 2. CONFORMABILITY** — Added stretch and moldability permit snug-tight wrapping of the most irregularly shaped products.
- 3. EXTRA STRENGTH** — Machine creping with its cushioning effect, built-in-stretch base kraft, flexible double-coated laminants and reinforcing fibres with edge strings, all add up to superior strength — higher resistance to puncture and tear.

There's a Wrap-Dri grade for every need. Type MR machine creped for a heavy duty and JR machine creped for utility use — both available in wide widths up to 10 ft. without lap or seam. Wrap-Dri gives excellent M.V.T. protection and can be furnished mold-proofed or "special treated" to meet most any specific requirement — plus print decorating for product identification. Write for new fact folder today!

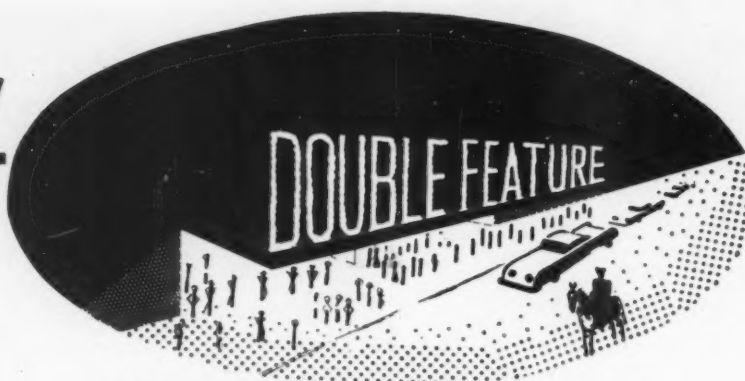
THILCO

Functional Papers **FOR PROTECTION THAT COUNTS!**

NEW YORK • CHICAGO
CINCINNATI
DETROIT • MINNEAPOLIS

THILMANY PULP & PAPER COMPANY
KADUNA • WISCONSIN

Enjoy
the...



...Advantages of Low Cost



4 COLOR PRINTED KRAFT GUMMED SEALING TAPE

THE
STANDARD COLORS
ARE RED, BLUE,
YELLOW AND BLACK

FEATURE 1

Every carton and package leaving your plant carries your 4-colorful advertising message everywhere. (Our creative art staff will skillfully prepare art work to fit your particular needs. Free Ideas and sketches submitted with 25 Bundle minimum orders.)

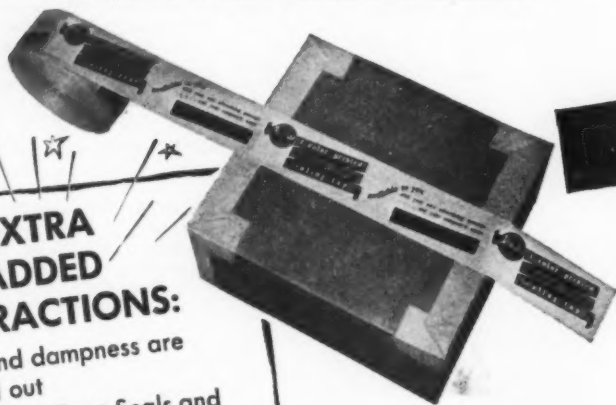


FEATURE 2

Your packages are padlocked with your company's name — they're pilferage proof.

EXTRA ADDED ATTRACTIONS:

- ★ Dust and dampness are locked out
- ★ On-To-Sta Tape Seals and remains perfectly flat
- ★ The uniform quality of On-To-Sta Kraft Sealing tape is protected in waterproof wrapping paper



ATLANTIC

GUMMED PAPER CORPORATION
PRINTED TAPE DIVISION
1 MAIN STREET • BROOKLYN 1, N.Y.

BRANCH OFFICES: PHILADELPHIA • PITTSBURGH • CHICAGO • BUFFALO • BOSTON • HAVANA

SHIPPING MANAGEMENT, OCTOBER, 1953

Pallet Racks

Stock Racks

Well Stacked!

Coil Racks

Roll Racks

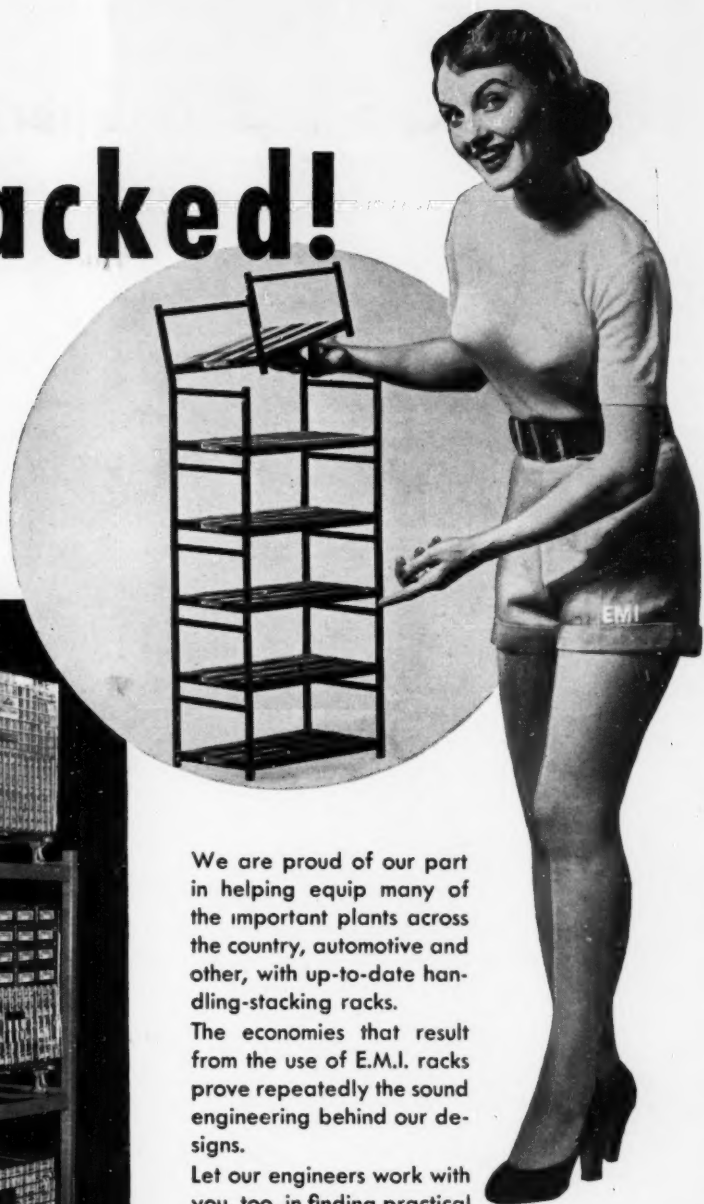
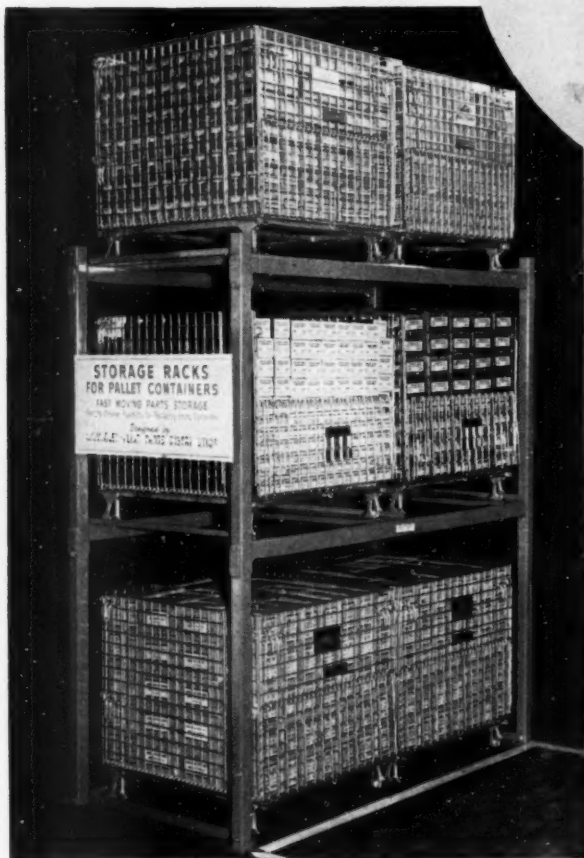
Tire Racks

Stock Boxes

Scrap Boxes

Dolly Trucks

etc.



We are proud of our part in helping equip many of the important plants across the country, automotive and other, with up-to-date handling-stacking racks.

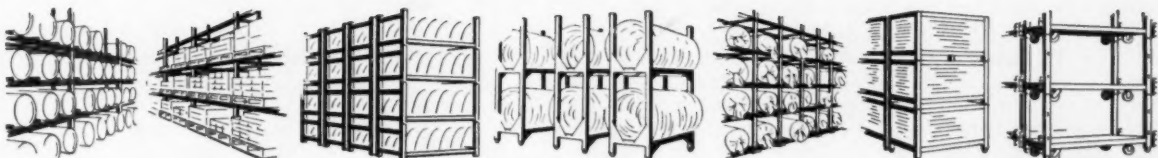
The economies that result from the use of E.M.I. racks prove repeatedly the sound engineering behind our designs.

Let our engineers work with you, too, in finding practical approaches to conservation of floor space and reduction of handling time in your own operation.

Write for our catalog.

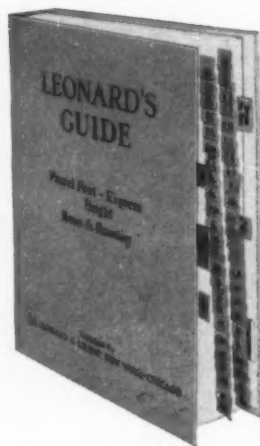
**EQUIPMENT
MFG. INC.**

21619 Hoover Road, Detroit 5



MEN — METHODS — MATERIALS

Keep Up to Date with **SHIPPING RATES**
By Using
LEONARD'S GUIDE



With the new Railway Express Agency rates now in effect and the impending increase in PARCEL POST RATES in the immediate future, you will need LEONARD'S GUIDE to keep informed of the latest changes in ALL rates.

Investigate and subscribe to this great "Shippers Cyclo-pedia" and you will readily understand why more than 21,000 shippers over the entire nation consult LEONARD'S GUIDE daily for its accurate, dependable and complete information.

The Audit Bureau of Circulations will attest to this highest paid circulation of any complete shipping guide. You will ship correctly and directly when you use LEONARD'S GUIDE.

*Phone or write for
Descriptive Literature*

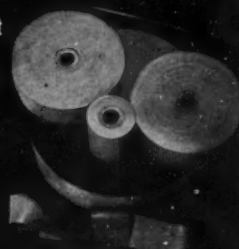
G. R. LEONARD & CO.

81 Madison Avenue, New York 16

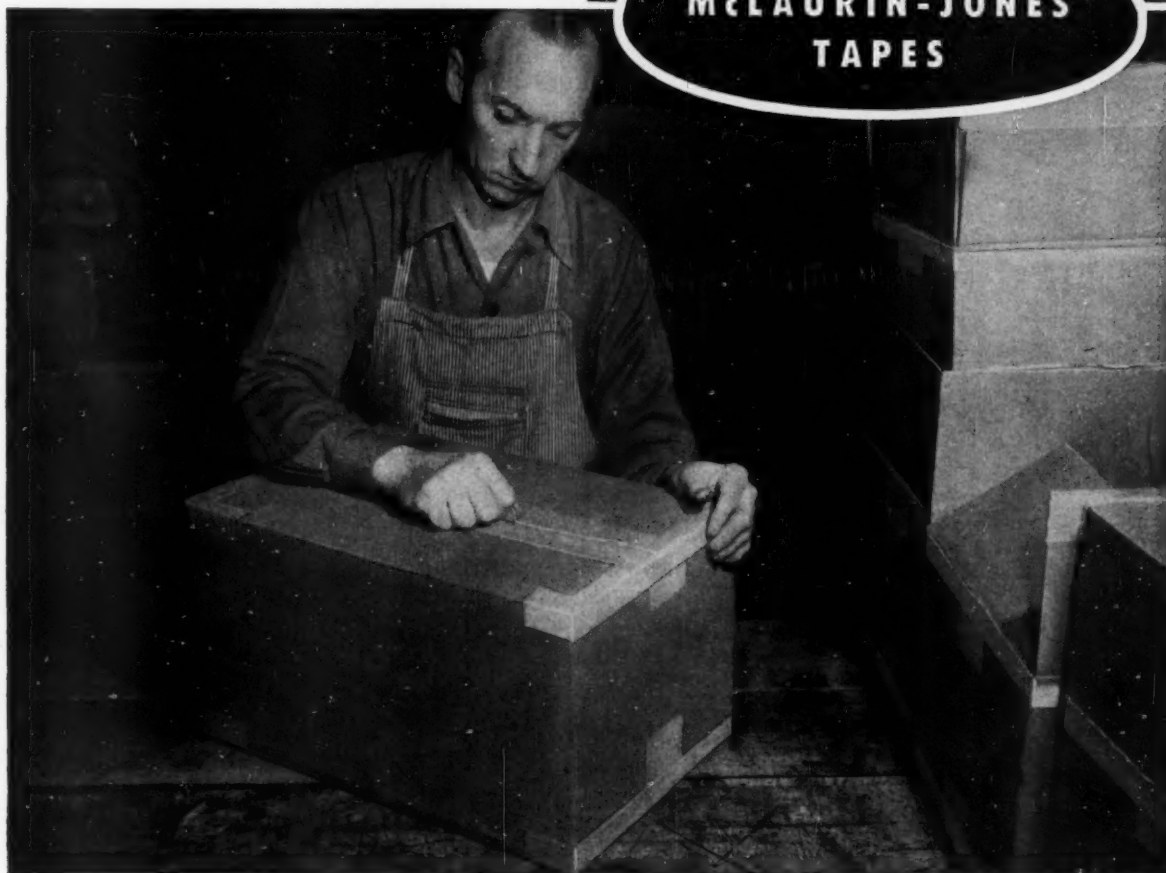
121 North Wacker Drive, Chicago 6

**Only
Tape reinforces
as it seals...
yet opens readily!**

- Reinforces container
- Dust-tight, moisture-resistant
- Easy to apply and open
- Protects against pilfering
- Printed tape advertises
- Economical



**McLAURIN-JONES
TAPES**



**FOUR "TOUGHIES" IN THE FAMOUS McLAURIN-JONES
TAPE FAMILY:**

**BLUE STAR
SEALING TAPES**

Camet Super Sunrise Standard

**TANGLEFOOT
SEALING TAPES**

Super Standard Standard

**SOLSEAL
WATERPROOF TAPE**

... meets specs. JAN-P-128
and UU-T-116 b

GLASKRAFT TAPE

... strongest of them all

ALL AVAILABLE plain, colored, or imprinted

When you apply a piece of tough tape, it becomes part of the carton. Tape reinforces corners and joints, makes a good carton a better package.

You don't need special tools to open tape-sealed cartons ... they open readily. Yet printed tape makes pilfering virtually impossible without instant detection.

Reduce pilferage and damaged merchandise the economical way. Switch to tape and save! And make sure you specify McLaurin-Jones ... leaders in tape for over half a century.

McLAURIN-JONES COMPANY

Headquarters: Brookfield, Massachusetts.
Mills: Brookfield & Ware, Mass.

Offices: New York
Grand Rapids, Mich.

• Chicago

• Cincinnati

• Los Angeles

• Homer, La.

McLAURIN-JONES TAPES

MEN — METHODS — MATERIALS

a NEW way to seal your cartons



Easy as dialing a telephone!



Flip the dial like a telephone to measure tape exactly, moisten perfectly with warm water. Savings up to 25% on gummed tape sealing costs and safer, stronger, neater packages.

Used by GM, Ford, General Electric, Caterpillar Tractor, Bendix-Westinghouse, International Shoe and thousands of others . . . who saw a demonstration before they bought.

Mail the coupon below for complete information; and please also check "Free demonstration." Absolutely no obligation. Then get the shipping department set for amazing results.

DIAL YOUR TAPE
FREE for-a-day -

Mail the Coupon
below today!

MARSH Electric
Dial-Taper

ATTACH COUPON TO YOUR LETTERHEAD AND MAIL

MARSH STENCIL MACHINE CO.
75 Marsh Bldg., Belleville, Ill., U. S. A.

Yes, Mr. Marsh, send us the Dial-Taper Story with complete information and prices.

Name..... Title.....

Firm.....

Street..... City & State.....

☐ Check here for FREE DEMONSTRATION

Next time one of your men is near us with a sample DIAL-TAPER have him stop in and show it to us without any obligation.

DT13A

SPECIFICATIONS... Approved and listed by Underwriters' Laboratories. Heavy duty totally enclosed motor operates only while feeding tape. 110 volt, 60 cycle A.C.

Tape 1" to 3" wide, up to 9" diam. roll. Dial 3" to 39"; longer lengths by two rapid dialings. Heavy duty knife cuts paper, cloth or filament inserted tape. Tape speed—THREE FEET per second.

Built-in water heater with thermostat. Two operators can use same machine. Size 21" long, 9" wide, 10" high. Weight 50 lbs. Rugged construction. Guaranteed.

Packing

A Punch.. By S. H.

WHAT are the qualities which an individual should possess in order to assure him a chance of success in the field of traffic management?

Jane Sprague, writing in the New York World-Telegram, states that not every bright young man should tackle the traffic managing field. Brightness, she says, while necessary, just isn't enough. The student who is to take up traffic management should have "a feeling for figures, be quick and accurate at them. He should be on speaking terms with geography and economics. He'll need talent for planning, the ability to deal easily with people, and a dash of salesmanship. In the export-import end of transportation a second language can be a big help. And in any phase of traffic work a good memory is a required asset. The traffic manager has to be a walking encyclopedia of information on the three R's: Routes, Rates and Regulations."

The newspaper columnist states that a young man starting to work now in traffic can command \$60 a week or more. Salaries of \$8000 and \$10,000 are not at all unusual, she states, for traffic managers.

* * *

This month the Society of Industrial Packaging and Materials Handling Engineers holds its Annual Exposition, Short Course, and Packaging Competition in Boston, Mass. It is appropriate that this society of packaging and materials handling engineers now has introduced its own Personnel Placement Service.

The service does not operate as an employment agency, since no fees are charged either for finding personnel for industry or positions for SIPMHE members.

C. J. Carney, Jr., Managing Director
(Continued on Page 28)

ON OUR COVER

LION Brothers Company, Inc., a view of whose shipping department is shown on this month's cover, located in Baltimore, Maryland, is the pioneer and largest manufacturer of Swiss-embroidered emblems in the United States. They have many sealing problems that Better Packages' machines help eliminate. Because of the complex nature of this business, a lost shipment is very serious, in that it is not only difficult to duplicate the shipment, but because of the then necessary delay to the customer. Therefore, speed, material, economy, and above all, security, are of the utmost importance. In order to achieve these, they use five models manufactured by Better Packages, Inc. each essential for a specific

(Continued on Page 32)



OCTOBER, 1953

VOL. 18, No. 10

CONTENTS

Free Catalogs and Literature	6
Packing a Punch	13
TM Must Sell Management On His Skills	15
By Leslie A. Bryan	
Freight Cars Haul Trailers In "Piggy-back" Service	16
Higher Parcel Post Rates In Effect	17
Clean Shipping Dep't. Cuts Costs	18
By Manuel Almada	
Packaging Competition at SIPMHE Exposition	19
Floor Plan, Booth Numbers	20
Power Trucks Handle In-Bound & Out-Bound Movement	22
"Listen, Mr. Traffic Manager"	23
By D. R. Dominic	
Package Engineer Activities	24
Military Packing Exhibit at Waldorf.	
Third "Wirebound Engineers" Course Gets Underway.	
Canadian Packaging Show Among Largest in History	25
New Products and Literature	26
News Review	30
Traffic Reporter	33

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Inquiry Manager

Published 10th of each month by Shipping Management, Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone MUrray Hill 3-6280-1. Sylvan Hoffman, President. Larry S. Harris, Vice-President. Publication and editorial office, 425 Fourth Avenue, New York, N. Y. Not responsible for safety of manuscripts or pictures. Chicago: W. L. Noelle, 549 W. Randolph St., Chicago, Ill. Telephone Central 6-5164. Los Angeles: Jack O. Hodges, 479 S. Holt Ave., Los Angeles 48, Cal. BRadshaw 2-3935.

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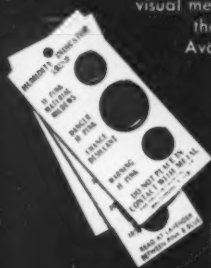
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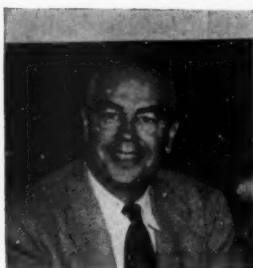
OCTOBER, 1953

VOLUME 18

NUMBER 10

TM Must Sell Management On Value Of His Traffic Skills

By LESLIE A. BRYAN
Professor of Management
University of Illinois



LESLIE A. BRYAN

Mr. Bryan is the author of the recently published textbook, "Traffic Management in Industry." The article which appears here was written especially for Shipping Management.

TOP MANAGEMENT IN INDUSTRY, like any management, is interested in the technique and science of organizing and directing the activities of an enterprise. Therefore it is concerned with the utilization of human effort in the control of natural forces and with the utilization of materials for the accomplishment of a common objective.

Since the first objective of management is to make a profit for the owners, management can be sold anything that legitimately aids in the accomplishment of that objective. Frequently, though, management has to be sold on the value of a traffic department to an industry. When this is the case, what are some of the facts concerning the value of a traffic department that might be brought to the attention of management?

Possibly the most important single item that could be presented to make top management more appreciative of traffic management is a concise but compre-

hensive statement of the functions of a good traffic department. For convenience these might be divided into four general areas: protective functions; service functions; supervisory functions; and cooperative functions. Every traffic manager should see that his top management is familiar with the traffic department functions.

The traffic manager should call attention to the important *protective* duties that are a part of his functions. Chief among these are activities involving rates, loading, errors, delays, claims, classifications, carriers, records, consolidation, appearances, packing, routing, warehousing, and occasional traffic studies.

Likewise, he should see that the *service* functions are known to management. Among these are activities relating to tracing, car records, shipping papers, freight bills, foreign trade, files, accounting, obtaining rates, expediting, receiving, shipping, marking, and securing cars and permits.

The main activities of a *supervisory* nature which the traffic manager should emphasize to his supervisors are those concerned with local transport. Closely allied with those functions are the supervision of intraplant transport, materials handling, communications, motor and marine equipment, and the private car fleet, if any.

Finally, the traffic manager should inform top management on the *cooperative* functions of his traffic department. The cooperative functions are, in the main,

(Continued on Page 34)



Freight Cars Haul Trailers In New "Piggy-back" Service

THE FIRST TWO LOADED HIGHWAY TRAILERS to ride "piggy-back" on Chicago and North Western Railway flat cars arrived in Chicago on a recent morning on an overnight run from Green Bay, Wisconsin, as the railroad inaugurated an intensive test of a new type of service.

Four flat cars, equipped with special equipment for buckling down heavy highway trailers, are being placed in service, each capable of carrying two trailer-type trucks. Special loading ramps were built at Proviso Yards in Chicago and at Green Bay.

"The test is designed to determine the possibility of coordinating rail and delivery service to obtain the greatest possible benefit to the shipper," J. E. Goodwin, vice president in charge of operation, commented. "The thought is that a railway trailer could be loaded at a shipper's dock, moved to the rail terminal and loaded on a flat car, travel by rail to the consigned terminal, and move directly from the flat car to the consigner's dock without any further handling.

"At Green Bay, for example, 40,000 pounds of LCL shipments were loaded in two trailers yesterday, mounted on flat cars, and moved last night on a regular freight train. They arrived in Chicago this morning and were delivered to connecting railroads before

noon. The same trailers will load here and go out again tonight back to Green Bay. This is a new type of complete and co-ordinated railway service.

The plan at present is for two flat cars and four trailers to move in each direction each night between Chicago and Green Bay. The economy of time and effort is indicated in the fact that it takes about ten minutes to buckle each trailer down on the flat car with special fasteners designed from the standpoint of both safety and simplicity. In addition, the necessity for transferring the shipment at terminal points has been eliminated.

—Photos & Data Courtesy Chicago & Northwestern Railways System



Top: Night shot of the test run of truck trailers via railroad flat car.

Right: Rapidity with which trailers can be buckled to flat cars is a feature of the operation. It takes just ten minutes to mount each trailer.

Higher Parcel Post Rates

Go Into Effect As Of This Month

NEW, HIGHER PARCEL POST rates, as shown in the chart reproduced on this page, went into effect October 1, 1953. Zoning scales in shipping departments all over the country will have to be changed over to conform to the new rates. Outmoded guides and charts to 4th Class Rates must be discarded in favor of new ones.

Scale manufacturers are busy making as many of the new charts as they can, according to Arthur Sanders, Executive Secretary of the National Association of Scale Manufacturers. The demand for scale charts is so heavy that scale manufacturers may not be able to keep up with the demand during the current changeover period. Those shipping departments which have not yet been able to make the change because of this lag can obtain charts and guides, which are available from a number of companies.

The change affects "parcel post" only and the rates for first class and air mail are not affected. A survey of firms manufacturing postal scales shows that new charts can be obtained for most late model scales and for a few of the older kind. The cost of new computing charts ranges up to about one-third of the cost of the scale, depending upon the particular kind of scale chart and the extent of computations shown. Also involved is whether or not a scale expert is required for installation, according to Mr. Sanders of the National Association of Scale Manufacturers.

In most of the smaller scales new parcel post charts can be installed without the necessity of the scale being returned to the maker, but among the larger, more complicated models, many of the scales must be returned to the factory, or sent to a scale expert.

Installing a scale computing chart is a delicate job, Mr. Sanders declared, and if not done correctly the results can be disastrous. The firm can literally give away large amounts of money in unnecessary, excess stamps.

"If the scale computing chart is set wrong, or if

(Continued on Page 35)

Surface Parcel				Post Rates					
EFFECTIVE				OCT. 1, 1953					
Weight in Pounds	Local	ZONES							
		1-2 Up to 150 Miles	3 150 to 300 Miles	4 300 to 600 Miles	5 600 to 1,000 Miles	6 1,000 to 1,400 Miles	7 1,400 to 1,800 Miles	8 Over 1,800 Miles	
1.....	\$0.18	\$0.23	\$0.23	\$0.24	\$0.26	\$0.28	\$0.30	\$0.32	
2.....	.20	.27	.29	.31	.36	.40	.46	.51	
3.....	.21	.31	.34	.38	.45	.52	.61	.69	
4.....	.23	.35	.39	.45	.54	.64	.76	.87	
5.....	.24	.39	.44	.52	.63	.76	.91	1.05	
6.....	.26	.43	.49	.59	.73	.88	1.06	1.23	
7.....	.27	.47	.54	.66	.82	1.00	1.22	1.41	
8.....	.29	.51	.60	.73	.91	1.12	1.37	1.59	
9.....	.30	.55	.65	.80	1.00	1.24	1.52	1.77	
10.....	.32	.59	.70	.87	1.10	1.36	1.67	1.95	
11.....	.33	.63	.75	.93	1.19	1.48	1.82	2.13	
12.....	.34	.67	.80	1.00	1.28	1.60	1.98	2.31	
13.....	.36	.71	.85	1.07	1.37	1.72	2.13	2.49	
14.....	.37	.75	.90	1.14	1.47	1.84	2.28	2.67	
15.....	.39	.79	.96	1.21	1.56	1.96	2.43	2.85	
16.....	.40	.83	1.01	1.28	1.65	2.08	2.58	3.03	
17.....	.42	.87	1.06	1.35	1.74	2.20	2.74	3.21	
18.....	.43	.91	1.11	1.42	1.84	2.32	2.89	3.39	
19.....	.45	.95	1.16	1.49	1.93	2.44	3.04	3.57	
20.....	.46	.99	1.21	1.56	2.02	2.56	3.19	3.75	
21.....	.47	1.02	1.26	1.62	2.11	2.67	3.34	3.93	
22.....	.49	1.06	1.32	1.69	2.21	2.79	3.50	4.12	
23.....	.50	1.10	1.37	1.76	2.30	2.91	3.65	4.30	
24.....	.52	1.14	1.42	1.83	2.39	3.03	3.80	4.48	
25.....	.53	1.18	1.47	1.90	2.48	3.15	3.95	4.66	
26.....	.55	1.22	1.52	1.97	2.58	3.27	4.10	4.84	
27.....	.56	1.26	1.57	2.04	2.67	3.39	4.26	5.02	
28.....	.58	1.30	1.63	2.11	2.76	3.51	4.41	5.20	
29.....	.59	1.34	1.68	2.18	2.85	3.63	4.56	5.38	
30.....	.61	1.38	1.73	2.25	2.95	3.75	4.71	5.56	
31.....	.62	1.42	1.78	2.31	3.04	3.87	4.86	5.74	
32.....	.63	1.46	1.83	2.38	3.13	3.99	5.02	5.92	
33.....	.65	1.50	1.88	2.45	3.22	4.11	5.17	6.10	
34.....	.66	1.54	1.93	2.52	3.32	4.23	5.32	6.28	
35.....	.68	1.58	1.99	2.59	3.41	4.35	5.47	6.46	
36.....	.69	1.62	2.04	2.66	3.50	4.47	5.62	6.64	
37.....	.71	1.66	2.09	2.73	3.59	4.59	5.78	6.82	
38.....	.72	1.70	2.14	2.80	3.69	4.71	5.93	7.00	
39.....	.74	1.74	2.19	2.87	3.78	4.83	6.08	7.18	
40.....	.75	1.78	2.24	2.94	3.87	4.95	6.23	7.36	

Weight limits—Zones 1 and 2—40 lbs. Zones 3 to 8—20 lbs.
(For exceptions consult your Post Office)

Air Parcel Post							
Air postage on parcels weighing 8 oz. or less is 6c per oz.							
Over 8 Oz. to 1 Pound..... Additional Pounds.....	ZONES						
	1 & 2	3	4	5	6	7	8
60c	60c	60c	65c	70c	75c	75c	80c
48c	48c	48c	50c	56c	64c	72c	80c

Illustration Courtesy Marsh Stencil Machine Company

Above: Reduced version of a card offered by a stencil machine company on request, which contains new parcel post rates on side shown. The reverse side of this card gives special information on First, Second and Third Class Mail. At least two other companies have issued newly revised parcel post rate charts to show the increase in rates.

Keeping Shipping Dept. Clean Helps Cut Packing Costs

By MANUEL ALMADA

MOST SHIPPING ECONOMIES are dictated by the comptroller's office and are a mere matter of pencil, paper and arithmetic.

However, when the last avenue of cost cutting via lower payrolls, less expensive shipping routes, cheaper boxes, etc., have been explored, don't stop.

Why not walk out of the office and investigate possible economies in handling methods?

Are your products shipped out, "hit or miss" or according to specific *written* regulations designed for top efficiency at bottom costs?

Actually, shipping efficiency begins before your products are ready to be shipped.

Have you looked at your box store rooms recently? Are these rooms swept regularly? Are they kept free of mold, water, oil, excessive dirt?

Stock Room Should Be Clean

A dirty stock room not only means higher costs in wasted boxes and cartons. It may mean loss of customers, when oily or watery cartons spoil the products which they contain.

Watch out for nails in stock room walls or storage racks. One tiny unnoticed nail protruding from a

much used storage shelf can needlessly wreck hundreds of boxes over a period of years.

If you ask your shipping department the following questions, the answers might help you save some money.

1. Could a different shape box or carton hold more of your products without adding to your shipping cost per carton?

2. Do you "re-use" boxes received from outside to replace boxes for inter-department or inter-plant deliveries?

3. Do you have written regulations on using standard cut lengths in sealing tape for different size boxes?

Your shippers should not leave open seams when sealing boxes. Neither should they use more sealing tape than is needed. Two to four inches is all the overlap you need in sealing a box.

"Economy" Kills Common Sense

Most shippers know and obey the rules of sensible loading. However, with handling costs continuously

(Continued on Page 35)

Twenty-Eight Freight Cars Can Be Loaded Simultaneously In Huge New Car Making Plant

This aerial view shows American Can Company's recently completed can-making plant at Plymouth, near Orlando. The new plant will produce millions of cans annually for Florida's rapidly expanding citrus industry when it begins operation, probably by December. Twenty-eight freight cars can be loaded at a time inside the plant, which also has facilities for loading ten trucks at once.



Packaging Competition Spotlighted

At 1953 SIPMHE Exposition

TURN PAGE FOR EXHIBITORS & BOOTHS

MORE PROMINENT SPACE in the exhibition hall, and a much more prominent place in the Exposition will be given this year to entries in the annual National Protective Packaging and Materials Handling Competition, a feature of the Industrial Packaging and Materials Handling Exposition. Thirty thousand square feet of space adjacent to the main exposition in Boston's Mechanics Hall have been set aside for the Protective Packaging Entries.

Dates for the annual SIPMHE "triple event": Exposition, Short Course and Packaging Competition, are Oct. 20, 21 and 22, 1953.

The Competition this year is under the chairmanship of Ray Mantz, supervisor of the Materials Handling and Product Protection Laboratory of the Manufacturing Research Department of International Harvester Co., Chicago. Mantz is president of the Illinois Division of SIPMHE.

The Competition will be divided into seven groups with prizes in each. The groups are, 1. corrugated or solid fibre boxes; 2. nailed wood boxes and crates; 3. wirebound boxes and crates; 4. cleated panel boxes; 5. "general" for containers made from other materials, or from combinations; 6. export packages; 7. materials handling as it relates to production, warehousing, distribution, and transportation.

Each group will be judged by a committee of specialists in its field.

Basis For Selecting Packing Winners

Winners in the six packaging groups will be selected on the bases of safety or degree of product protection afforded by the package; conformance to carrier requirements; ingenuity in the application of materials and methods; ease of handling in assembling and packing, in intra-plant movement and warehousing, in shipping and loading, and in ease of unpacking; economy in the use of materials, shipping weights, transportation charges, and prevention of loss and damage claims and complaints; and practical utility from an over-all review.

Basis For Selecting MH Winners

Entries in the materials handling classification are judged on the reduction of handling cost; economies

in warehousing and utilization of storage space; increase of plant capacity; reduction of inventory; improvement of product protection; reduction of handling hazards; improvement of working conditions; facilitation of materials control; and speed-up of delivery of the product to the consumer.



Joseph H. Stoneking, advertising manager of the General Box Co., with headquarters in Des Plaines, Ill., has been appointed chairman of the Exhibitors' Committee for the eight annual Industrial Packaging and Materials Handling Exposition.

His duties will include "policing" the exhibits to make sure that they conform to exposition rules, maintaining liaison between exhibitors and the show management, and otherwise serving to assure smooth functioning of the exposition.

Panels of Judges

Mr. Mantz announced the following panels of judges:

Group No. 1, Corrugated or Solid Fibre Boxes:

C. R. Gustafson, American Radiator & Standard Sanitary Corp., Louisville, Ky., chairman; F. R. Campbell, Armstrong Cork Co., Lancaster, Pa.; E. F. Dival, Corn Products Refining Co., Argo, Ill.; Henry G. Nelson, Owens-Illinois Glass Co., Shipping Container Research Laboratory, Toledo, Ohio; and Paul A. Parker, Anchor Hocking Glass Corp., Lancaster, Ohio.

Group No. 2, Nailed Wood Boxes and Crates:

Wilburn Couch, Packaging Engineering Department, GMC Truck & Coach Division, General Motors Corp, Pontiac, Mich., chairman; K. W. Kruger, Division of Material Container, Forest Products Laboratory, U.S. Department of Agriculture, Madison, Wis.; W. B. Keefe, Westinghouse Electric Corp., Mansfield, Ohio; O. T. Sands, Sears, Roebuck & Co., Chicago.

Group No. 3, Wirebound Boxes and Crates:

Gordon E. Falkenau, Engineering Division, E. I. DuPont de Nemours & Co., Wilmington, Del., chairman; E. H. Stivers, Package Research Laboratory, Rockaway, N.J.; R. F. Uncles, American Cyanamid Co., New York; R. L. Brandes, Distribution Section, General Electric Co., Pittsfield,

Floor Plan, Booth Numbers And

Animated Demonstration To Be Staged At This Year's Show

ANIMATION will be added this year to the annual Industrial Packaging and Materials Handling Exposition by means of a series of 20-minute demonstrations of materials handling equipment and other equipment and supplies on exhibit.

Twenty-minute demonstrations will commence at 1 p. m. with five to ten minutes between demonstrations according to a strict schedule. The demonstration area is about 40 by 85 feet and is located in the annex portion of the exposition exhibit area, close to both exhibits and the annual Protective Packaging and Materials Handling Competition.

Mass.; and M. L. Gusler, Purchasing Department, Tank Division, Ford Motor Co., Highland Park, Mich.

Group No. 4, Cleated Panel Boxes:

John Mount, Department of the Air Force, Headquarters United States Air Force, Washington, chairman; P. H. Paulsen, Wm. H. McGee & Co., Inc., New York; L. R. Burroughs, Ford Motor Co., Jersey City, N.J.; Joseph L. Krager, Jr., RCA Victor Division, Radio Corp. of America, Camden, N.J.; and James A. Mustard, Jr., Thomas A. Edison, Inc., Washington.

Group No. 5, General:

J. P. Corcoran, Aldens, Inc., Chicago, chairman; Harold F. Jacobsen, American Steel & Wire Co., Packaging and Loading Department, Cleveland; C. S. McNair, Acme Steel Co., Chicago; and B. R. Olhausen, Aluminum Company of America, General Traffic Department, Packing Section, Pittsburgh.

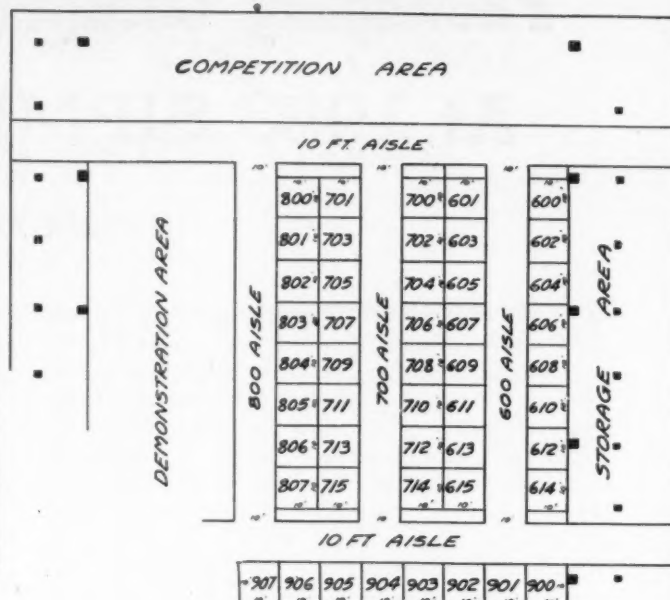
Group No. 6, Export Packages:

Charles J. Zusi, Container Laboratories, Inc., Chicago, chairman; Joseph Lebl, Berwyn, Ill.; H. A. Hunt, Shipping, Packing and Receiving, Burroughs Adding Machine Co., Detroit (tentative); John L. Martin, Packaging Consultant, Detroit; and Alvin S. Roberts, Insurance Company of North America, Philadelphia.

Group No. 7, Materials Handling:

R. L. Franing, International Harvester Co., Chicago, chairman; Ralph O'Reilly, General Motors Corp., Detroit; L. A. Severson, Warehousing Division, Central Scientific Co., Chicago; Richard J. Sweeney, Drake, Startzman, Sheahan, Barclay, Inc., New York; and A. N. Perry, Chicago.

Associate chairmen of the National General Committee, which Mr. Mantz heads, are Wilmer J. Balster of the Don L. Quinn Co., Chicago, and E. J. Dahill, Freight Loading and Container Section, Association of American Railroads, Chicago.



Above: Annex Exhibit Area

Eighth Annual Industrial Packaging And Materials Handling Exposition

Mechanics Building

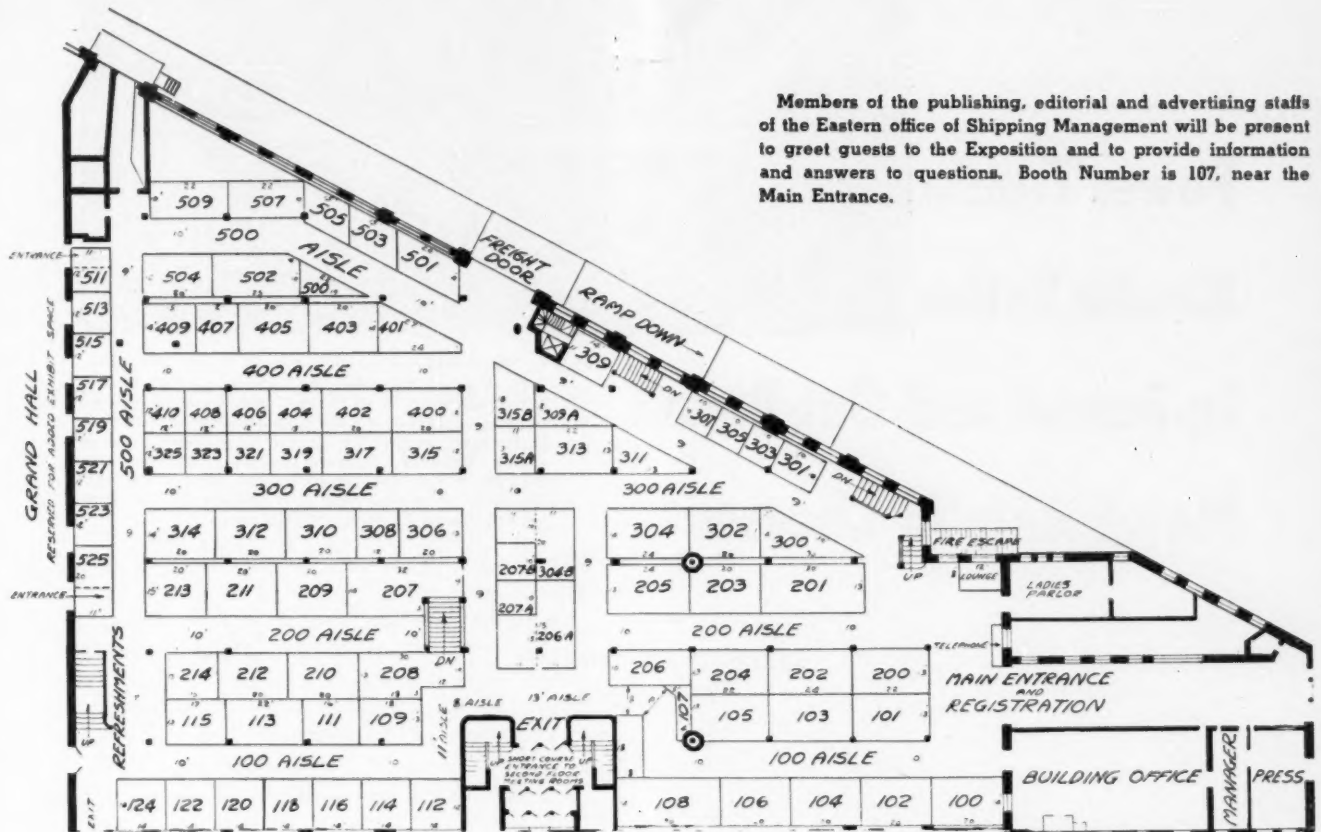
Boston, Mass.

October 20-21-22, 1953

SPACE No.	COMPANY
400-402	Acme Steel Company
319	Aerofil Products Company, Inc.
206B	Algene Marking Equipment Co.
502	Alles Corporation
113B	Allied Container Corporation
124	Allied Research Associates, Inc.
403	American Box Company
206A	American Excelsior Corp.
103	American Instrument Co.
323	American Tape Printer Co.
201	Amsco Packaging Machinery, Inc.
120-122	Angier Sales Corp.
309	Armour & Co., Curled Hair Dept.
101-200	Atlas Plywood Corporation
115	Auto-Nailer Co.
405-7-9	Baker-Kaulang Co., Indus. Truck Div.
507B	Better Packages, Inc.
902	Ernst Bischoff Company, Inc.
301	Blockson & Co.
507A	C & D Batteries, Inc.
309A	Celotex Corporation
114	Cleveland Container Co.
505	Clinch-Tite Pallet Co.
100	Continental Can Co., Inc.
310	Conveyor Specialty Co., Inc.

Location of Exhibits

Members of the publishing, editorial and advertising staffs of the Eastern office of Shipping Management will be present to greet guests to the Exposition and to provide information and answers to questions. Booth Number is 107, near the Main Entrance.



SPACE No.	COMPANY	SPACE No.	COMPANY	SPACE No.	COMPANY
614	Craig Machine, Inc.	204	Kimberly-Clark Corp.	519	Queen City Tulatex Corp.
606	Dade Brothers, Inc.	408	Langley Company	207A-207B	Rapids-Standard Company, Inc.
504	Davison Chemical Corporation	108-108A	Lewis-Shepard	312	Rathborne, Hair and Ridgway Box Co.
700	Derby Sealers, Incorporated	615	Loomis Machine Company	203	Reynolds Metals Company
211	Doughboy Industries, Inc.	509B	Manpower, Inc.	800-801	Rheem Manufacturing Co.
302	Eastman Chemical Products, Inc.	509A	Mark'Andy, Inc.	503	Seamless Rubber Company
206	Thomas A. Edison, Inc.	304	Markem Machine Company	308	Sherman Paper Products Corp.
410	Elberta Crate & Box Co.	208	Market Forge Company	107	Shipping Management, Inc.
307	Filtral Corp.	500	Marsh Stencil Machine Co.	306	Signode Steel Strapping Co.
521	Flow	501	McDonough-Austin, Inc.	201	Simplex Packaging Machinery, Inc.
109	Fox Paper Company	702	Melrose Packaging	525	Speedry Products, Inc.
116	Robert Gair Company, Inc.	201	Miller Wrapper & Sealing Machine Co.	213	Stanley Works
205	General Box Co.	406	Modern Packaging	112	Traffic Service Corporation
523	Gilman Brothers Company	315A-315B	Moto-Truc Company	701-703	Union Bag & Paper Corporation
325	Globe Imperial Corp.	314	National Metal Edge Box Co.	513	United Can Company, Inc.
113A	Adolph Gottsche, Inc.	311	National Wooden Box Assn.	111	United States Plywood Corp.
317	Gould-National Batteries, Inc.	118	New England Indus. Truck, Inc.	900-901	United States Rubber Company
212-214	Greenwood Packaging Supply Company	404	Nox-Rust Chemical Corporation	207-209	United States Steel Corporation
105	J. W. Greer Company	601-603	Packaging Industries, Limited, Inc.	113B	Universal Tube & Container Co.
515	Hampton Manufacturing Co.	303	Packaging Parade	517	Weber Addressing Machine Co.
304A	Hinde & Dauch	300	Pack-Rite Machines, Div. of Techmann Industries	315	Wirebound Box Manufacturers Assn.
401	R. M. Hallingshead Corp.	600	Perry Packaging Corporation	321	Wood Conversion Co.
305	Impact-O-Graph Corporation	210	Post Machinery Company	102-4-6	Yale & Towne Manufacturing Co.
202	International Staple & Machine Co.	304B	Powers Wire Products Company		
313	Jiffy Manufacturing Co.				

Power Trucks Handle Entire

In-Bound and Out-Bound Movements of Cheeses



Photo & Data Courtesy Automatic Transportation Co.

To utilize fully unloading area at its Sacramento boulevard plant, Kraft Foods Company employs wall ports opening out to truck park on other side of wall. Discharged truck cargo flows via conveyor across siding between boxcars, where incoming raw cheeses are palletized and taken by electric fork lift trucks to plant's first floor coolers or third-floor cheese blending and grinding area.

KRAFT FOODS COMPANY
Chicago, Illinois

POWER TRUCKS ENTER the "kitchen" at the Kraft Foods Company plant in Chicago, and are used to speed up the entire cheese processing operation as well as handling the food in receiving and shipping.

The actual in-bound and out-bound movement of cheese into processed cheese ready for delivery is as follows:

Incoming raw materials enter the plant from either an enclosed rail siding or by wall ports above the siding. These ports open to a truck park immediately outside the plant, and highway trucks, backed up to the wall, empty their cargo through the ports onto conveyors constructed over the rail siding between boxcars.

Goods are then palletized and moved by electric fork truck either to the plant's first floor cooler or to electric elevators leading to the third floor. Pallet loads vary with respect to size and kind of cheese.

Kraft's huge main floor coolers, occupying 109,800 square feet, have a capacity of some 18,000,000 pounds of cheese in various shapes and sizes. There, cheeses

are stacked and stored until taken to the set-up area for initial cleaning and processing, thence to the third floor by stainless steel escalator conveyors to grinders.

Gravity-fed, via conveyors, the cheese goes from the third floor grinding and blending area to the "kitchen" below, for pasteurizing.

The cheese leaves the laydown pasteurizers on the second floor by means of a straight dump from the end of the pasteurizers to the first floor filling hoppers, which measure the correct amount of cheese into pre-formed wrappers and cartons. These are sealed, covered, and come off the end of a conveyor for coding and dating.

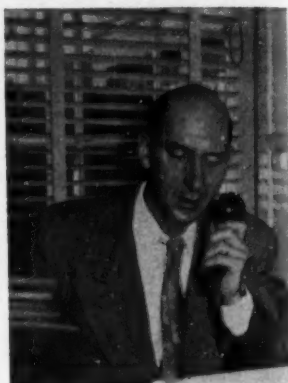
The cartons are stacked on skids with air spaces between to permit cooling to room temperature, packed into corrugated shipping cartons, palletized, and transported by electric truck to the cold storage-finished goods cooler.

Here they remain for a minimum of 24 hours, a quality control measure. Weight of the loaded pallets

(Continued on Page 37)

D. R. Dominic's

"LISTEN, Mr. Traffic Manager."



THERE ARE MANY TIMES when a Traffic Department can eliminate costly private transportation charges by having knowledge of and taking advantage of the services of most common carriers. There are many times when a production or purchasing department requests that a company-owned truck, beach-wagon or car be dispatched to a plant located some distance away, in order to pick-up or deliver emergency materials. Their reasoning in asking that a company-controlled vehicle be dispatched is that they gain a certain amount of assurance that the material will arrive or be picked up on time. Often they are indignant when the Traffic Department advises them that shipment will go by common carrier.

We do not mean to imply that common carriers are the panaceas of all transportation problems. We simply state that by a little effort on the part of the Traffic Department, the majority of emergency cases can be handled just as effectively and at much less cost.

We experienced a situation recently which serves to point out how such a case might be handled.

A mill located a few miles outside of Boston, Mass. was producing material for one of our suppliers located in New York City. Unfortunately, the New York supplier needed the material by 8:00 A. M. the next morning to start his day's production, yet the supplier would not have any ready until 5:30 P. M. the night before. In the middle of the afternoon, the Traffic Department was requested to pick up the material and drive it to New York. To have sent one of our trucks on the trip would have been expensive, yet it would have practically guaranteed delivery on time. However, we solved the so called problem by two phone calls and a short trip in our own truck.

First, we phoned the trucking company running nightly between New York and Boston and asked them if they would hold up the New York trailer for about a half an hour, and to provide space on the rear for our shipment.

Secondly, we phoned our supplier in New York and asked him if he would be willing to send one of his

cars to the trucking terminal in the morning and pick up the material.

Third, we had our truck at the mill at 5:30 P. M. to pick up the material and deliver it to the truck terminal in Boston.

With cooperation from all, the material was delivered on time at an estimated saving to us of about \$200.00. Multiply this by the countless other emergency cases which came up during a year's time and you can readily see the savings involved.

Oftentimes, if the problem is explained to the carrier, he will come up with a solution which might not have occurred to the Traffic Department.

Despite the fact that a concern may have an extremely efficient packaging and materials handling department, a carrier can be of great help in determining proper packaging for specialized shipments. This is particularly true in cases where delicate instruments are to be shipped via airfreight. We advise everyone to consult the airline, come over and look at the material, and advise just how much packaging should

(Continued on Page 36)

Industrial Bag And Cover Association Award Extended

The Chairman of the Industrial Bag and Cover Association's Annual Award Committee has announced the extension of the time for the receipt of entries in their competition for a "form-fitting, flexible package for an article not presently packaged in bag or cover form" at the headquarters of the Association, 19 W. 44th Street, New York 36, N. Y. The new time limit established is announced as midnight, November 10, 1953.

The extension was made by reason of the fact that many interested independent individuals have not had sufficient opportunity to perfect the necessary research on the entries they desire to submit.

A total of 22 applications for entries were received at Association headquarters soon after the announcement of the award. It was felt that by extending the time for the actual receipt of entries to November 10th, that a greater opportunity would be afforded those who were not able to file their entries by the closing date originally announced as September 15, 1953.

Entries should be addressed to the Chairman of the Judges Committee of The Industrial Bag and Cover Association, 19 W. 44th St., New York 36, N. Y. and should be accompanied by appropriate drawings or physical examples of the entries submitted.

Prizes are as follows:

First prize — \$500.00

Second prize — 250.00

Third prize — 100.00

The prizes will be awarded, as previously announced, for a "form-fitting, flexible package for an article not presently packaged in bag or cover form."

Package Engineer Activities

Military Packing Exhibit Shown At Waldorf-Astoria

The Packaging Advisory Committee of the National Security Industrial Association held a Packaging Exhibit, from the viewpoint of the packaging user, in conjunction with the Association's tenth annual Meeting and Dinner. The importance of military packaging, new packaging techniques featuring cost reductions, and the developments in military packaging with possible commercial applications was presented in short, non-technical talks and by means of several exhibits prepared by the Military Departments and leading users of military packaging materials.

The program was developed as a result of requests from the Services for NSIA's assistance in improving military packaging and for bringing to the attention of top management the importance of adequate packaging at minimum cost. The Exhibit included displays developed by the Army, Navy and Air Force, and by: Douglas Aircraft Company, General Dynamics Corporation, General Electric Company, General Motors Corporation, Radio Corporation of America, and Sperry Gyroscope Company.

The military exhibits were designed to illustrate the military need, while the industry exhibits will feature weight and cost savings, the packaging of intricate pieces and odd shapes, shock-proof and climate-proof packaging, and successful programs of Military-Industry cooperation which have reduced packaging costs. The exhibits were also designed to illustrate the most modern methods employed in military packaging and the adaptations of such methods of the solution of commercial domestic and export packaging problems.

Presiding at the meeting was Mr. M. K. Miller, President, Miller-Carron Incorporated, and Chairman of the Packaging Advisory Committee.

Third "Wirebound Engineers" Course Gets Underway

The third group of students has been enrolled in the Wirebound Institute by its sponsor, the Wirebound Manufacturers Association, and started their studies in wirebound box and crate design and specifications in mid-September.

The Wirebound Institute is unique in trade association activities in that it is believed to be the only technical training course in product design and specifications conducted by a trade association for qualified personnel of all its member companies.

The approximately 100 new registrants employed by W.B.M.A. member companies will cover a series of 25 lessons and will be graduated next September as "Wirebound Engineers." The lessons are accom-

panied by questionnaires designed to compel absorption of the texts submitted and answered by mail.

Students must also personally attend regional "clinics" spaced at three intervals during the course, where the written lessons are elaborated and questions are resolved by demonstrations and illustrated examples.

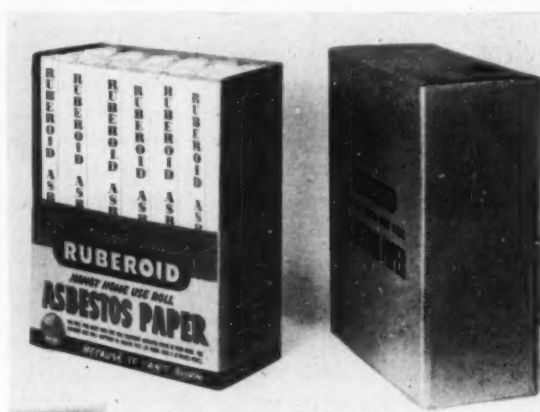
Already, 271 members of the wirebound shipping container industry sanctioned by their employer members of the W.B.M.A. have completed the course and won the coveted "Wirebound Engineer" designation and insignia. The first group started its studies early in 1947 and did not complete the course until May 1951. The second group was started early in 1949 and completed it in March 1951.

The third presentation of the course has been "streamlined" as a result of experience learned from
(Continued on Page 39)

Asbestos Paper Now Shipped In Corrugated Display Container

The RUBEROID CO. packages fireproof asbestos paper wrapping, in "Handy Home Roll" form, in an unusual corrugated container display-shipper.

The two-piece container constitutes both display and shipper. Top and half of the front panel of the display is cut away so that contents can be viewed readily. In this new unit, 18 rolls of asbestos paper for home use are stacked upright inside.



Above: Telescope box used as an ideal shipper and display container by Ruberoid Company. 18 rolls of asbestos paper are stacked upright in this unit.

Top of telescope box protects contents in shipment, and also prevents display printing from being marred. On 3 sides of the display, printing copy and illustrations in 3 colors gives complete description of contents and its use. Filled display can be either on store counter or floor.

Mr. C. J. Dunham, merchandising manager of The Ruberoid Co., says that use of this package has already resulted in increase in sales due to contents being on constant display.

—Photo & Data Courtesy Robert Gair Company, Inc.

Canadian Packaging Show To Be Among Largest In History

OVER 12,000 BUSINESSMEN are expected to attend the 2nd Canadian National Packaging Exposition, making it one of the largest trade shows ever to be held in Canada, according to a prediction made by F. C. Lennox, President of the Packaging Association of Canada.

Basing his prediction on the fact that the entire 41,000 square feet of floor space had been taken up in July for a show which will not take place until November, Mr. Lennox pointed out that over 9,200 businessmen had attended the first show, exceeding all expectations.



Left: F. C. Lennox, President, PAC; Right: A. S. Romani, Exposition General Chairman, and CNPE.

The Show is slated for Tuesday through Thursday, November 3, 4 and 5, 1953, in Toronto, Canada, at C.N.E. Automotive Building.

Armed Services Packing

A special exhibit on packaging for the armed services will be a highlight of the Show. It will be shown by Canada's Department of National Defence. The exhibit will stress the standardization accomplished in preservation and packaging, as well as examples of complicated packs used by the Navy, Army and Air Force of Canada. The exhibit will also display packs developed by Canada's Defence Research Medical Laboratories, in addition to a demonstration of testing procedures on packaging materials.

The 58 prize winners of the 1953 Folding Carton Competition will be shown through the courtesy of the sponsor, the Folding Paper Box Association of America. These are winners out of a competition held in Chicago earlier in the year which attracted 5,000 entries.

Entries and prize winners in the Canadian Consumer Package Competition and the Canadian Industrial Containers Competition will be on display.

Talks On Packing

Of especial interest to shipping and packing executives among the conference program speeches is one

on "Advances in U. S. Air Transport in the Air Cargo Field" to be delivered by H. J. Vander Putten, supervisor, Cargo Loss and Damage Prevention, American Airlines, Inc. This speech will be delivered Thursday Morning, November 5th.

"New U. S. Developments in Adhesives" by W. W. Sederlund, supervisor, Technical Service, National Starch Products, Inc., New York, N. Y. will be delivered Thursday morning. R. F. Weber, general supervisor, Materials Handling Research, International Harvester Co., Chicago, will speak on "Materials Handling", Tuesday morning. The same morning C. Kalthoff, president, Industrial Adhesives Ltd., Toronto will address the conference on "Industrial Packaging and Materials Handling". "Industrial Packaging" is another topic to be discussed at the Tuesday morning session.

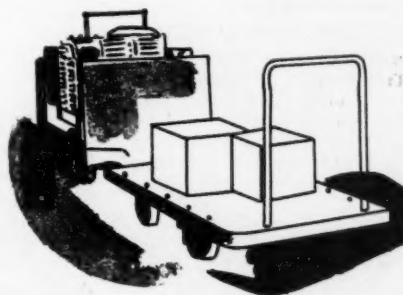
Days and Hours

Exhibition hours on Tuesday, November 3 are from 11:30 A. M. to 6 P. M.; on Wednesday 4, from 11:30 A. M. to 10 P. M. on Thursday, November 5, from 11:30 A. M. to 10 P. M. Conference hours on Tuesday will be from 10 A. M. to 12 Noon. On Wednesday and Thursday the hours for the Conference will be 9:30 A. M. to Noon.

Some Good Rules For Hard Track Safety

Do not overload hand trucks; make sure your load is stable.

Hand trucks should be pushed, not pulled. (The exception is the four wheel truck with the swivel axle and tongue which is designed for pulling.)



Secure help in getting hand trucks up or down inclines to prevent them getting away from you.

Use the right type hand truck for the material you are moving. If there is a special truck—for example, a drum or carboy truck—for the job, it should be used.

When loading a hand truck, keep your feet clear of the wheels. Block the wheels to prevent the truck from tipping or rolling.

Hand trucks should not be parked in aisles. Two-

(Continued on Page 39)

NEW PRODUCTS



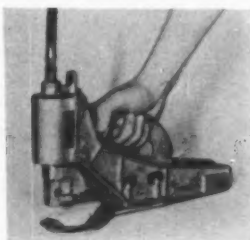
& LITERATURE

AIR DRIVEN STAPLER

Bostitch has announced a new portable air-driven stapling machine, Model CAD, designed for heavy duty carton jobs. This new heavy duty stapler can be carried to the work, making it especially suitable for stapling large, odd-shaped containers which are difficult to move around.

The powerful machine, which operates on 80-90 lbs. air pressure, staples tough solid fibre or corrugated board with ease. It brings the time and money saving advantages of stapling to many shippers who previously have been unable to find a heavy duty stapling machine to perform difficult and unusual carton closing jobs.

Each squeeze of the trigger drives and clinches a wide, sturdy staple. Faster



and more secure than other carton closing methods, this new heavy duty stapler can drive as many as 120 staples per minute.

SIDE-LOADING FORK TRUCK

Development of a new 30,000 pound capacity Traveloader — unique, combination side-loading fork truck and load carrier designed to stack or haul long, bulky loads such as lumber or steel stock in a 12-foot aisle — has been announced by the Baker-Raulang Company.

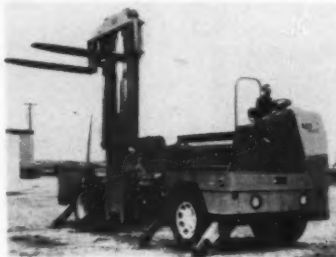
Because it picks up loads from the side, hauls them lengthwise within the width of the unit and stacks them parallel to aisles, the Traveloader requires much less aisle-width to operate than conventional fork trucks of the same capacity.

One man controls the entire operation from his driving position. Hydraulic steering is provided as a standard feature.

Stability is a minor consideration, using the Traveloader, since loads are carried inboard on the load deck. This load carriage system allows the Traveloader to safely travel at speeds up to 30 m.p.h. Conventional fork trucks in this capacity travel no faster than 6-8 m.p.h.

When it stacks or unstacks, the Traveloader gains stability through the use of hydraulically-operated stabilizing jacks, controlled from the driver's seat.

One major advantage of Traveloader handling, according to the manufacturer, lies in the fact that the new



unit's high speed and over-the-road travel ability makes it much more useful as a long-haul carrier than ordinary fork lift trucks. In yard handling applications, this feature eliminates the need for separate equipment to stack and haul — the Traveloader does both jobs.

ROADABLE SWITCH ENGINE

Hemco Manufacturing, Inc., recently placed on the market, a roadable switch engine, the Hemco-Motive, which solves the problem of switching and spotting railroad cars.

The secret of Hemco-Motive's large pulling capacity is the hydraulic weight transfer cylinder. This hydraulic cylinder



der transfers the cars weight onto Hemco-Motive, thus giving Hemco-Motive the necessary traction on its drive wheels to pull the load.

The new roadable switch engine is

Literature and prices of products mentioned can be obtained if you drop a post card to News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

100% flexible, due to its combination rail and ground operation. Hemco-Motive will pull any type rail car through switches, over crossovers and around curves. It can move cars from either side, with ample visibility for the operator to see the full length of his train.

It develops a draw bar pull of 7400 pounds, which under average conditions is sufficient to propel 3 fully loaded cars, or 6 to 8 empties. It moves the cars at a speed of 150 feet a minute and moves at a speed of 8 to 10 miles per hour on the rubber tires. Hemco-Motive is powered by a Wisconsin air-cooled engine.

STEEL STRAPPING MACHINE

A new strapping machine has been designed by Acme Steel Co. to speed high volume flat steel strapping opera-



tions and to reduce operator fatigue, produces strapped joints by spot welding. The welded joints produced by this machine approximate the tensile strength of the steelstrap.

The machine eliminate all operations formerly requiring physical effort. With it women workers can easily strap packages at high volume and to uniform strap tensions without fatigue. A mid-western plant reports that the use of one of these Steel Strapping Machines has released valuable floor space for storage.

In operation, packages approach the machine on roller conveyors. Roller sections and ball transfer rollers mounted in the table top, facilitate the handling of packages by permitting them to pass over the strapping mechanism or to be turned for cross-strapping with a minimum of effort.

NEW CUSHIONING MATERIALS

Jiffy Manufacturing Company announces the addition to their line of two new cushioning materials for protective packaging of furniture, trade-named

"Kushion-Kraft" and "Custom-Wrap" respectively.

"Kushion-Kraft" pads and blankets for interior and exterior protection of living room, dining room, and breakfast room furniture in rail or truck shipment, are constructed with multiple layers of indented kraft. The material is extremely rugged in construction, yet non-abrasive; is clean and easy to use, and conforms readily to furniture contours. It is popular with dealers as a dust protector for stored furniture. "Kushion-Kraft" is authorized in the uniform Freight Classification under item 19501, Note 2, Paragraphs 13 and 24, and is specifically authorized for LCL shipment of wrapped chairs, Package 8F and upholstered furniture, Package 27F.

The new Jiffy "Custom-Wrap" for packing case goods is made of indented layers of soft, resilient facial tissue with a kraft backing. "Custom-Wrap" is authorized in the Uniform Freight Classification as creped cellulose wadding under item 19501, Note 2, Paragraphs 5, 7, and 20, and can be used in Packages 2F, 5F, 6F, 8F, 21F, 30F, 32F, 34F, 35F, 40F, 43F, 48F.

LIFT TRUCK

Safeway Industrial Equipment Corporation announces a powerful new port-



able Lift-Truck, designed for maximum safety with one man operation.

This new unit is made in three sizes with lifting heights of 68", 80" and 100", and has a lifting rating of 1250 lbs. The powerful hydraulic system used is powered by an automotive type battery and is equipped with a built-in charger with automatic cut-off and trickle charge.

The Safeway Lift Truck is equipped with an electric switch to cut off power at maximum height and prevent jarring load and damage to hydraulic system; also hand operated brake which will not only prevent movement of truck when loading and unloading but will brake the truck when travelling up and down inclines.

While the Safeway Lift Truck is one of the fork lift type, it can be equipped with a "snap-on" platform to make it an all around combination lift truck. This unit will perform a multitude of tasks such as: transferring dies, stacking drums, bales or other heavy objects, it

will be very useful in loading and unloading vehicles where a loading dock is not available.

The low price of this unit will make it practical for the smallest business as well as the large modern plant.

ELECTRIC LIFT

A new platform lift for moving materials from floor to floor where limited space prohibits use of an inclined belt conveyor is now being manufactured by The Rapids Standard Company, Inc.



Called the Vertical Life, the new platform hoist will raise and lower 800 pound loads at standard 15 feet per minute speed, or 300 pounds at 30 feet per minute. The platform can be lowered to within 6 1/2 inches above floor level, and raised to a top height of

20 feet. Micro limit switches are adjustable to accurately stop the platform at any point in the top and bottom range of travel.

Standard steel platform size is 24 inches by 30 inches, but smaller and larger models are available. The platform carriage travels on four easy-rolling V-trac wheels enclosed in the steel channel side frames. An automatic safety lock prevents the carriage from dropping in the event of cable failure. Angle iron brackets with pierced holes are provided for lagging the low end of the unit to the floor.

CONVEYOR GLUER

Kenneth J. Moore & Co., manufacturers of gluing, coating, and labeling equipment, have now marketed the GMC Gluemaster Conveyor Gluer. The Conveyor Gluer is an all-over gluing machine, enabling the hand work to be placed on a production scale. This machine is made in 27", 32", and 36" widths.

The machine has the capacity to take anything from light weight paper stock up to 1" thickness, delivering it glued side up onto the conveyor belt. Gluemaster is furnished with endless, rubberized fabric belt, having a variable speed transmission, with hydraulic forward lift to raise front applicator roller. Various types of adhesives can be applied with this machine, such as hot or cold glue and resins. If hot glue is required, hermetically sealed, thermostatically controlled glue pot and 5-gallon reserve tank are furnished with the machine.

The most recent engineering improvement on this machine is the electric clutch, which allows for smooth starting action, eliminating the old linkage type.

PLANT MAINTENANCE BOOK

Growing interest in maintenance for cost reduction is reflected in the latest volume, "Techniques of Plant Maintenance—1953," published recently by Clapp & Poliak, Inc.

The volume contains the text of 61 sessions on various aspects of maintenance and plant engineering held in Cleveland early this year. The current volume is by far the largest in the series, more than 100 pages thicker than its 1952 companion book.

More than 2,200 production and maintenance men attended the conference. Their questions and discussions represent the best engineering thought on maintenance problems available in the country today.

Highlight is the publication of 859 questions and answers at the general and sectional conferences. Thousands of other questions and discussions, submitted at the 21 roundtables, are summarized in narrative style. Also included are texts of 20 papers read. Illustrations include 41 charts.

One of the new features is a cross-section of opinion on how various aspects of maintenance should be handled. Conferees were asked by vari-

WORKING DAZE



ous chairmen to indicate by a show of hands how their own plants solve particular problems. The results of the voting are published.

Separate roundtables were devoted to 11 industries. These were automotive, chemical, electrical, food, foundries, paper, petroleum, printing and binding, rubber, steel and textile.

LAMINATED PACKAGING PAPERS

A new line of flexible packaging papers that provide a perfect conforming wrap and still ensure maximum puncture and tear resistance has been introduced by The Cromwell Paper Company. New equipment, especially designed by Cromwell's own research and engineering departments, enables Cromwell to turn out laminated papers of superlative strength and high waterproofness. By embossing *after* lamination, Cromwell achieves careful control of the degree of flexibility and a standard of uniformity higher than any previously known to the industry.

Cromwell's new flexible papers are available in both laminated and laminated-reinforced sheets. Designed to give superior protection and conformity wherever paper is used for packaging, they are already in widespread use in wrapping sheet steel, furniture, propeller blades, newspapers in bulk and for covering work in process. Appliance manufacturers report the papers are particularly well adapted for wrapping electric motors and control panels, especially for export shipments.

PORTABLE SEALER

Every section of the plant becomes a potential packing room with the new Roll-on-Sealer according to the manufacturers. The machine weighs only 2½ pounds before loading. It can be picked up and taken anywhere to seal cartons. It is also very handy to reseal broken cartons in the warehouse or on the shipping dock.

The new Sealer automatically measures the tape as it is applied to the
(Continued on Page 33)

Packing A Punch

(Continued from Page 13)

of SIPMHE, pointed out that "The Nationwide Placement Service serves as a meeting place for potential employers and employees. Many of the positions that we have filled with skilled SIPMHE members have five-figure salaries, and many of the engineers whom we have helped to place in such jobs have had years of experience in all phases of industrial packaging and materials handling as it relates to production, warehousing, distribution, and transportation."

Besides receiving an increasing number of requests for experienced packaging and materials handling engineers, the Service also is receiving a considerable number of requests for junior engineers to be trained in promising positions in specialized fields of packaging

and materials handling, Carney said.

"This reflects the growing importance of the technical skilled packaging and materials handling engineer in industry and commerce," Carney pointed out. "Positions that we have filled have been in widely different fields, ranging from heavy industry to mercantile establishments."

* * *

Thomas Robins, who pioneered the development of the belt conveyor in 1891, predicted on his 85th birthday recently that the conveyor industry will grow faster in the next 50 years than it has in the last half century. Speaking at a dinner in his honor at Wee Burn Country Club, Darien, Conn., the founder and chairman of the board of Hewitt-Robins, Inc., declared:

"We are entering a new era of mechanization in which conveyors will perform more of the work now done by trucks, railroad cars and other equipment that runs on wheels.

"The time is not far distant when you will see conveyors carrying coal, ore and other bulk materials across whole states at great speed and at enormous savings in cost.

"We are just beginning to understand the versatility of the belt conveyor. Many new uses remain to be developed. It is only a question of time until people will not only ride up and down on escalators but will glide on level ground on "moving sidewalks" that will travel much faster than escalators."



ON THE MARK...

sure to go...and get there

with **IDEAL** the complete modern line of shipping department equipment.



STENCIL INK
Easy-flowing...black or colored. Also complete line of oiled stencil board.



FOUNTAIN BRUSH
HANDY-A model. Natural tilt grip... push button ink control.



FOUNTAIN MARKERS
For freehand marking. Lightweight, leakproof construction...replaceable felt tips.



CLIP-A-TAPE
Measures, moistens, cuts tape up to 3 ft. in ½ second. Code marking attachment available.



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TO GIVE
Perfect Balance

There quite obviously must be some good reason why SUPER-STRONG shipping containers have been among the leaders for nearly one hundred years.

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We ask that SUPERSTRONG be given your consideration when next the question of shipping containers arises.



WIREBOUND BOXES and CRATES
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**TWO PROMINENT ENGINEERS
JOIN CLARK'S FORCES**

Two prominent lift-truck engineers have joined the Clark Equipment Company's Industrial Truck Division.

John A. Borman, who worked with Clark from 1946 to 1950 before joining



Left: J. BORMAN; Right: R. HASTINGS

the Baker-Raulang Company, has returned as assistant to Davies on engineering and production problems.

Russell Hastings, who spent 18 years with the Lewis-Shepard Company, has associated himself with Clark as assistant to A. O. Williams in directing the activities of the engineering staff.

Borman, a graduate of the Ohio State University in 1943 with a B.S. in Industrial Engineering, came to Clark originally after separation from service, where he had been a senior instructor and administrative officer in the Corps of Engineers. In his first tour of duty with Clark, he worked as a welding engineer and a tool engineer.

At Baker-Raulang, Borman started to work in truck development coordination, advancing to chief of the development engineering section, later to chief mechanical engineer and then to chief engineer. He is a member of the American Welding Society and has served as vice-chairman and chairman of the Western Michigan Section.

**AAR ELECTS RICHARD G. MAY VP
OPERATIONS-MAINTENANCE DEPT.**

Richard G. May, of New York City, was recently elected vice president in charge of the Operations and Maintenance Department of the Association of American Railroads. Mr. May will succeed James H. Aydelott, who will retire August 31 after 51 years of railroad service.

The 49-year-old Mr. May is now assistant vice president of operations and maintenance of the New York Central System, having served continuously with that railroad and its subsidiaries since entering railroad service as a rodman in 1928 at Syracuse.

Mr. Aydelott, has played a leading role in the intensified research and im-

provement programs carried on by the railroads in recent years. He obtained his first railroad position in 1902 as a stenographer and clerk for the Chicago, Burlington and Quincy Railroad at Brookfield, Mo. In 1936, he became general manager of the Burlington, a position he held until March 1947 when he was elected a vice president of the A.A.R.

During World War II, Mr. Aydelott served with the Office of Defense Transportation as director of its Division of Railway Transport. He has served in an advisory capacity with other key government agencies, including the Army, the Munitions Board and the National Security Resources Board.

**BETTER PACKAGES ANNOUNCES
NEW APPOINTMENTS AND CHANGES**

In a series of executive appointments and changes a number of representatives of Better Packages, Inc. have been shifted to new cities and regional territories of the company, according to Mills W. Waggoner, General Sales Manager.



Top: J. MURPHY Top: A. SMITH

Bottom: G. K. HILL Bottom: R. CHILTON

O. K. Hill, Al Smith, Jack Murphy, Floyd Smith and Bill Chilton were among those figuring in the changes. O. K. Hill becomes General Manager of Better Packages of Canada, Ltd. Al Smith is the new manager of the Chicago Branch Office of Better Packages.

Jack Murphy is now distributor for Eastern Pennsylvania, with office in Philadelphia. Floyd Smith has been assigned to Baltimore as distributor for

the Maryland-Virginia area. Bill Chilton takes over in the Connecticut area, with headquarters in Shelton.

**BETTER PACKAGES WINS U. S.
GOVERNMENT TAPE MACHINE
CONTRACT**

The Federal Supply Service of the U. S. Government has awarded contracts to Better Packages, Inc. of Shelton, Conn.—for the supplying of gummed tape machines, pressure sensitive tape machines and label moisteners during the period of July, 1953, through June 30, 1954.

This year's contract approves the purchase by all government agencies located in the United States or its possessions, —of pressure sensitive tape dispensers, as well as gummed tape machines and label moisteners.

**BINNEY & SMITH ANNOUNCES
NEW EXECUTIVE APPOINTMENTS**

The appointment of H. J. MacNeill as General Manager of the Crayon Sales Division heads up a group of appointments recently made by Binney & Smith Company.

Mr. V. R. Watson, for the past seventeen years Western Division Manager, located in San Francisco, California, comes to New York as assistant to Mr. MacNeill.

Mr. C. J. Ahern, Los Angeles District Manager, has been appointed Western



H. J. MacNEILL

Division Manager, effective September 1st 1953, with headquarters at Los Angeles.

**NEW CARGO MANAGER
NAMED BY SAS**

Anker Palvig has been appointed Cargo Sales Manager for Scandinavian Airlines System, Inc., it was announced

recently by Warren E. Kraemer, General Traffic and Sales Manager.

Having been associated with S-A-S for the past 6 years, and having worked in every division of the cargo department, Mr. Palvig brings a wealth of experience and ability to his new position.



ANKER PALVIG

Until the recent resignation of John Church, Mr. Palvig held the position of Assistant New York District Manager in Charge of Cargo.

R. A. HAVEMENN ELECTED V-P GUMMED PRODUCTS CO.

The Board of Directors of The Gumvice president in charge of production, has elected Robert A. Havemann as vice president in pharge of production. Mr. Havemann has been factory superintendent of the firm.

He joined the company 21 years ago. During that time he has watched it grow from 75 to 255 employees. Plant capacity also has increased twenty times over the two-decade period. Now in charge of all production, Mr. Havemann will supervise the firm's output of sealing tape, box tape, gummed printing papers, laminated foils and other gummed specialty products.

PNYA ELECTS DONALD LOWE VICE CHAIRMAN BOARD OF COMMISSIONERS

Commissioner Donald V. Lowe of 53 Knickerbocker Road, Tenafly, New Jersey, was unanimously elected vice chair-



DONALD V. LOWE

man of the Board of Commissioners of The Port of New York Authority at a recent monthly Board meeting.



**QUICKLY
EASILY
CLEANLY
ACCURATELY**

**PRINT
OR CODE
YOUR GUMTAPE
BY SIMPLY ADDING
"THE TAPE PRINTER"
TO YOUR PRESENT
EQUIPMENT**



"THE TAPE PRINTER"

A quick method of marking to identify contents or for general advertising uses on **YOUR OWN GUM TAPE** . . . Fast, Effective. Prints as you use your machine for all shipping packages. Ideal for all types of business. Now being used by a host of leading concerns everywhere. A time, money and labor saver

There is a Tape Printer to fit any 3" standard automatic machine . . . with models available for quick change of copy for coding, identifying, dating, etc.

Complete with permanent copy

\$31⁷⁵

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Distributor of the "Tape Printer"

American Tape Printer Co.

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Mechanically Simple

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Engineered for Long Hard Use

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Eliminates Need for Large Inventory

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Codes and Padlocks Contents

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Self Inking

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Instant Drying

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Prints up to 12" of copy

↓

Quick Changeable Type

Mr. Lowe fills the office left vacant by Joseph M. Byrne, Jr. of Newark, whose term as a commissioner expired on June 30, 1953, after nineteen years of service. Mr. Byrne had been vice chairman since February 1945.

Vice Chairman Lowe, who is President of the Lowe Paper Company of Ridgfield, New Jersey, was appointed a Port Authority Commissioner on January 29, 1945 by Governor Walter E. Edge to succeed Commissioner John Borg of Hackensack. He was reappointed a commissioner for a full six-year term by Governor Alfred E. Driscoll on May 18, 1950.

The new vice chairman, who pilots

his own plane, has long been active in New Jersey civic and business affairs. He is a former President of the Bergen County Chamber of Commerce and former Governor of the American Pulp and Paper Association. He served as State Chairman of the Citizens' Committee for the Hoover Report and is President of the Ridgfield New Jersey Manufacturers' Association.

Manufacturers and distributors of shipping and packing equipment, traffic schools operated nationally, and others with products of interest to our readers are cordially invited to submit items to the News Review Department. Attention, Mr. Alfred Zeff, News Editor.

*Swell work, Jackson! your shipping dept.
really got out the orders last month—that
Trojan IMPERIAL Gummed Tape is what
you needed!*



Call Your Paper Merchant

THE GUMMED PRODUCTS COMPANY • TROY, OHIO

IF YOU DON'T

Read SHIPPING MANAGEMENT Every Month you may, be missing thousands of dollars worth of ideas! Yet, it costs only \$3 for a year, 12 monthly issues. Subscribe Now!

ON OUR COVER

(Continued from Page 13)

purpose. Models and jobs are listed below:

Better Pack No. 50—This model dispenses 1½" tape to reinforce flap of kraft envelope. Small orders, particularly stock emblems, shipped out via Parcel Post. Model No. 120—For use with 3" gummed tape on carbon sealing. Assures the fine, perfect moistening so essential in product protection and assurance of safe arrival at destination. Big Inch No. 4 Slitter—Used to seal back of transparent envelopes containing emblems. Gives fast pick-up and saves 50% on tape useage. In trimming department, girls use approximately 30 of these models. Savings paid for these machines and now return a profit.

Labelor No. 44—Used to wet double gummed mounting sheets, to apply un-gummed label, which is part of manifold form. This permits fast, clean application of label to kraft envelope and carton without use of messy glue. Saves money on use of un-gummed form, time in labeling; besides allowing immediate stacking. Big Inch No. 20—Used to dispense Industrial Tape 15, to reinforce carton. This eliminates steel strap and by ease and convenience of use, saves considerable time while still giving the most secure seal possible. The tough pressure sensitive strapping tape is easily dispensed from this rugged Big Inch No. 20, making a tough combination to beat.

This goes to show the variety of jobs accomplished in the shipping department and the necessity of machines capable of assisting the packers to handle these many packing operations: faster, easier, and more efficiently. After all, without the constant vigilance of this department against lost or damaged shipments, all the hours of painstaking work by production of the giant looms, advertising, sales,—all would be for naught.

Are you going to be present at the SIPMHE Convention? Everybody else is going! See you!

Water-Tite*
PAPERS

BY THE MAKERS OF
REDCORE
GUMMED TAPE

*MEETS GOVERNMENT SPECIFICATIONS

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WRAPPING

FOR
COVERING

FOR
CAR LINING



...AND FOR ALL AROUND PROTECTION AGAINST MOISTURE

TRAFFIC REPORTER

The Los Angeles Traffic Managers' Conference will hold its Annual Dinner Meeting on the first Thursday in December this year, December 3, 1953. Meeting place and guest speaker have yet to be announced.

* * *

Installation of Officers took place at the September 10 meeting of the Metropolitan Traffic Association of N. Y. held in the Hotel Commodore. Members and friends frolicked at the Annual Outing in Bayville, L. I., September 19th.

* * *

Alumni of the Freight Traffic Institute of Chicago held their Annual Picnic recently at Nomak's Grove, just outside of Chicago. Adam Wanaski of Reflector Hardware Corp. headed up the picnic committee.

* * *

The Women's Traffic Club of San Francisco celebrates its 28th Birthday Party and Bosses' Night at the St. Francis Hotel, November 12th. The speaker is scheduled to be Malcolm W. Roper, V.P., Western Pacific Railroad.

The "Tomahawk Dinner Meeting" of the Wisconsin Valley Traffic Club was held September 23 at Deer Trail Lodge on Highway 51, 6 miles north of Tomahawk, Wisconsin. A luscious roast beef dinner was the feature attraction.

* * *

Harold A. Waltz is general chairman of the "Forwarding-Hi Jinks" scheduled for October 13th by the Pacific Traffic Association, in honor of Domestic, Foreign and Custom House Brokers. The annual affair is slated for the Gold Ball Room of the Palace Hotel. "Motor Transport Nite," held in September, was pronounced a distinct success, with the arrangements and entertainment highly appreciated by those in attendance.

* * *

Gerald W. Collins, Director Transportation Division, Los Angeles Chamber of Commerce, Director Los Angeles Transportation Club and Vice Chairman, Association of L.C.C. Practitioners, Southern California Chapter, (as well as holding a host of other positions in traffic and transportation,) was the fea-

tured speaker at the Los Angeles Transportation Club "CMD Day," September 21st. The meeting took place in the CMD Club, 4814 Loma Vista Ave. Mr. Collins spoke on "The Chamber and Transportation." Chairman of the Day was F. V. Frizzell, Freight Traffic Manager, Southern Pacific Company.

"Santa Fe Day" was celebrated by the club earlier in September, honoring The Atchison, Topeka and Santa Fe Railway Company. Guest Speaker was J. J. Mahoney, General Superintendent of Transportation, with headquarters in Chicago, of the Santa Fe. He spoke on "Things That Made The Santa Fe A New Railroad." Chairman of The Day was Robert S. Hirsch, Freight Traffic Manager, The Atchison, Topeka and Santa Fe Railway Company.

What's New

(Continued from Page 28)

carton. Start the tape strip and stop it exactly where it is wanted. Every strip of tape comes out exactly right.

According to the manufacturer the Roll-on-Sealer may be easily operated by any man or woman. Loading is made easy by means of a self-raising cover. Closing automatically threads the tape. Design is simplified so there is nothing to get out of order. No gears, ratchets, or intricate mechanism of any kind is involved.



Ball bearings wear overcoats

When it was found that "storage rust" ruins ball bearings, the hunt was on for better protection. Oils and greases work well, but do not give full protection, so ball bearings and other fine metallic parts get a transparent air tight plastic overcoat.

The best way to apply plastic is the dipping method. Aeroil Plast-O-Dip Tanks are specially designed to heat and melt critical plastics at minutely controlled temperatures.

Ranging in size from 1 to 100-gallon capacities, Aeroil Plast-O-Dip Tanks are the standard of the industry.

Get the FULL Aeroil Plast-O-Dip story at BOOTH #319

**NATIONAL INDUSTRIAL PACKAGING
and
MATERIALS HANDLING EXPOSITION**
Mechanics' Bldg. • Boston • Oct. 20-21-22
Ask for J. A. Lynch or Carl Carlsson
AEROIL PRODUCTS CO., INC.
38 Wesley Street
South Hackensack, New Jersey



the Best Flexible Corrugated

is Be Sure



Undoubtedly one of the greatest advancements in the packaging field is flexible corrugated wrapping paper. Daily, new users are turning to this faster, more economical and time-saving answer to packaging problems. And more and more the choice is BE SURE because users get these additional advantages:

1. GREATER ALL-AROUND PROTECTION

Be Sure is made of heavy, all kraft materials—no bogen or substitutes are used in its manufacture. Extra weight gives added strength and all-around protection.

2. GREATER RESISTANCE TO SHOCK

Be Sure's unique, scientific scoring method produces higher flutes, giving greater cushion to shock. Straight line indenting prevents matting or crushing of flutes.

OTHER Be Sure PRODUCTS ARE

Grade C Cloth, Types 1 and 2
(Made to surpass all U. S. Government Specifications JAN-8-121)
Single Face Corrugated War Packaging Barrier Materials
Sleeves & Tubes Baling Board and Allied Products
Sold Only Through Selected Paper Merchants



FLEXIBLE CORRUGATED WRAPPING PAPER

JOHN H. FEAVER PAPER COMPANY
P. O. BOX 400 BALA-CYNWYD, PA.

STOP WASTING MONEY!

GLUE-FAST METHOD SAVES MONEY 4 WAYS:



1. Use ungummed labels, can be part of billing form.
2. Low cost for equipment permits wider use.
3. Specific liquid glue increases efficiency and labeling quality.
4. No maintenance or mechanical parts to consume time.

If you haven't yet investigated the advantages of using the **GLUE-FAST LABEL GLUER**, here's your chance. Let us show you how, at little cost and **NO RISK WHATSOEVER**, you can make more money right in your own plant!

Clip your labels to company letterhead and indicate types of material to which applied, for

FREE 10-DAY TRIAL of **GLUE-FAST GLUER** shown with supply of recommended liquid glue. Purchase price only \$17.50 complete for 6" Model BX illustrated.

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Mrs. of **GLUE-FAST**
Label Gluers & Liquid Glues

Leslie A. Bryan

(Continued from Page 15)

concerned with the following departments: accounting, advertising, production, purchasing, sales, finance, law, personnel, and executive. Outside the industry, the traffic department cooperates with the carriers, customers, suppliers of raw materials, trade association, local traffic clubs, and various national traffic organizations.

Somewhere in the above functions there will probably be an activity that will strike a more responsive chord than any other. The executive to whom the traffic manager reports usually has come to his present position by way of sales, law, production, or some other department. So it may be best to emphasize the ways in which traffic ties in with the work that the executive knows best and then proceed to the ways in which traffic management ties in with other activities of the particular concern. This may be done through conversations, reports, calling attention to articles or books on the subject, or otherwise.

An appeal to some executives may best be made by the facts and figures of money collected as a result of loss and damage claims or as the result of freight bill correction through audits by the traffic department. A similar appeal is by showing the statistical story of the traffic department's activities—the amount of tonnage moved, the number of claims collected, the number of bills of lading processed, the number of tariff files maintained, and other figures.

Similarly, the effort of traffic management to achieve a solid professional status through membership in the American Society of Traffic and Transportation should be made known to top management. Participation by traffic department employees in traffic study clubs, traffic clubs, and seminars on the subject recently inaugurated by the American Society of Traffic and Transportation also should be brought to the attention of the traffic managers' supervisors.

The Associated Traffic Clubs Foundation is sponsoring messages from executives of concerns with outstanding traffic departments with the theme, "Traffic Management as an Aid in Executive Management." These messages are being distributed to 13,000 industrial concerns throughout the United States. All industrial traffic managers should see that these messages are circulated throughout their concerns.

All of the above suggestions boil down to the fact that the traffic manager usually has to be on the alert to capitalize on anything that will help him educate his management to the point of fullest appreciation of traffic management. Among the current aids that should be helpful are the advertisements which the Chesapeake and Ohio Railroad is running calling attention to some of the outstanding jobs being done by traffic managers.

Higher Parcel Post Rates

(Continued from Page 17)

long use has caused a postal scale to get out of adjustment so that it indicates even a fraction of an ounce overweight, the scale will be giving away money every time it is put to work," Mr. Sanders said. "For firms doing large mailings, the unnecessary stamps it demands can run into a large amount of money in a year—enough to pay for a new, accurate scale many times over."

"We took a survey among firms making postal scales. Nobody ever heard of the post office returning a letter or parcel because it had too much postage, but everybody is familiar with them returning parcels for too little postage."

Several firms well-known to readers of SHIPPING MANAGEMENT provide charts and guides with the new parcel post rates effective October 1, 1953. G. R. Leonard & Co., publishers of LEONARD'S GUIDE for parcel post, express, and freight rates and routing information, offer a parcel post rate chart in large readable type for 35 cents each. The chart also contains abridged postal information.

Pitney-Bowes, Inc., manufacturers of postage meter machines, offers a large wall chart, with complete information about all types of mailing, as well as the

new rates to any shipping or traffic department executive or employee who requests in writing.

The chart illustrating this article is a slight reduction of the convenient-size card chart offered free on request by Marsh Stencil Machine Company. The actual card, on light pasteboard, is about 8 inches long by four inches wide. The reverse side of the card contains valuable compact information about postage and mailing.

Clean Shipping Department

(Continued from Page 18)

on the rise, the "economy-shouts" for speedier loading sometimes drown out common sense.

Although the transit companies are careful, mistakes are bound to occur. It is easier to refuse to ship in a fertilizer or acid car than to handle hundreds of customer complaints afterward. Unfortunately, not all shippers are experienced in guarding against such things and their education is an expensive proposition for their bosses, especially in loading large shipments of goods.

Loading Errors

One of the most common loading errors is loose stacking of boxes lengthwise. This often results in

Don't go down with your shipping problems... Pack up with **Tekwood!**

Is trouble with your shipping containers—excess weight, breakage, puncturing, high costs—getting you down?

Cheer up! Chances are that Tekwood will solve your problems!

Tekwood is a low-priced, tough, laminated panelboard material with a hardwood core. It lends itself to fast production... can be sawn ten pieces at a time and handled readily on automatic nailing, stapling and shearing machines. It won't buckle, shatter or splinter. Takes paint and stencils readily and meets military specifications.

For protection against weather, corrosion and fungus your best bet is Protekwood®... a 1/7" thick, three-ply panel of hardwood veneer, faced on both sides with asphalt saturated paperboard. As easy to handle as Tekwood.

And don't forget Weldwood® Hard-board for pallets and Binder Boards.

UNITED STATES PLYWOOD CORPORATION

World's Largest Plywood Organization

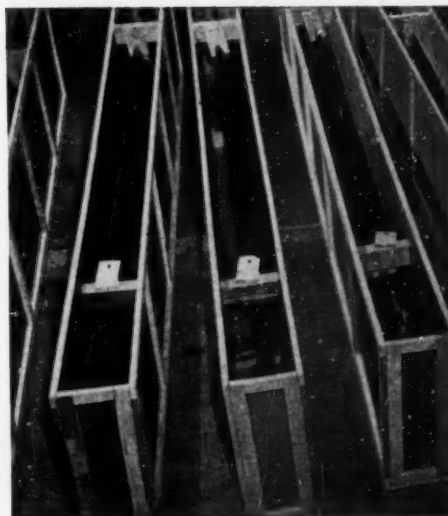
55 West 44th Street, New York 36, N. Y.

Manufacturers of Tekwood and Weldwood® Plywood

Tekwood is a patented product

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Tekwood containers like these are used by Republic Aviation Corporation for protecting and shipping aircraft parts. Investigate Tekwood today.

SPOT-SEAL

"sticks only to itself"

A BRAND
NEW
CONCEPT
IN
PACKAGING



SPEED-PACKAGING . . . makes the fastest wrap known! Needs no closures or special equipment. Makes a neat, dust-proof, water-repellent package in seconds. Wrap the sheet around the product, press the sheet together, it's packaged! Complete distributor and price protection.

Sherman
PAPER PRODUCTS CORPORATION
NEWTON UPPER FALLS 64, MASS.
CHICAGO • LOS ANGELES • NEW YORK

JUST PRESS
THE KEY and you
know the postage!

DETECTO POST-O-METER

• Saves Postage—

The package weighed on this Parcel Post Scale will not carry too many—or too few—stamps.

• Saves Time—

Speeds mailing department flow. Ends weighing bottlenecks. Simply press the zone key. One figure shows the exact postage. No postage-due delays... ever!



WRITE FOR FREE DEMONSTRATION OR DESCRIPTIVE BULLETINS

DETECTO SCALES INC.

340 PARK AVE. • BROOKLYN 5, NEW YORK



distribute the top weight of a load of boxes to the bottom rows.

Green loaders sometimes do not know the importance of "interlocking" stacks of boxes to prevent bottom row damage.

If your boxes are rectangular, stack the bottom row lengthwise, the next row opposite, the next lengthwise, etc. If your boxes are square, stagger them, like a brick laying design. The middle of the boxes in the bottom row should be where the two ends of the boxes above meet.

This "interlocking" balances weight and allows for a certain amount of shifting of the gravity center. Thus the bottom row never has to bear the accumulated weight and pressure of the total load at any one point at any time.

It might well pay your plant to have a set of loading rules dictated by the experiences of your complaint adjustor.

considerable damage to goods and dissatisfied customers.

If rows of boxes are stacked in a car with as little as an inch of space between rows, the shipper is asking for trouble.

A few bumps and sudden stops will soon take up all the slack between rows. The load will be packed tight at one end of the car with a good chunk of empty space at the opposite end. After that every sudden jerk will automatically shift the whole load, and not gently either. It doesn't take many shiftings of the entire load to start damaging the goods in the end rows.

Sometimes large shipments of goods will arrive with most of the bottom layers of boxes crushed or damaged.

This is usually due to failure of green men to evenly

"Listen, Mr. Traffic Manager"

(Continued from Page 23)

be done on the instrument. Recently, we were shipping an instrument which weighed approximately 100 pounds in a wooden crate which weighed the same making the total gross weight of the shipment 200 pounds. In effect, we were paying for 100 pounds of tonnage. Through the cooperation of Slick Airways, a skid type crate was devised which cut the weight of tonnage down to 25 pounds and effected a substantial saving. Not only is it helpful to have the airlines' advice on such packaging, but it also gives them advance warning of the material to be handled and alerts the carrier at each point to be especially careful of that shipment.

It was recently brought to our attention, that an interstate district court in Oregon handed down a ruling which may seriously affect railroads, trucking companies and other public carriers when they are asked to make deliveries to strike-bound plants. The Oregon

case stemmed from a refusal of the Northern Pacific Terminal Co. to cross picket lines set up by a striking teamsters union. The Montgomery Ward Co. sued for \$2,900,000 claiming loss of business. The court ruled against the terminal company and found that it must pay damages "as a price of their illegal choice." The court found that a carrier must be prepared to stand the strike or surrender its operating franchise before joining in a conspiracy to destroy a business. A similar ruling has been made by the U. S. Appellate Court in Texas.

This decision could have serious repercussions in future strikes, particularly where the carriers involved stand to face a drastic loss by failure to cross said picket line.

Firm Cuts Handling Costs 20% By Installing Floor Conveyor System

A reduction of 20 per cent in handling costs despite a wage increase of 15 per cent was made through installation of a floor conveyor system in its Dallas Terminal, R. H. Linam, President, Central Freight Lines, Inc., told a conference of terminal operators at a meeting sponsored by the American Trucking Associations, Inc.

Before the conveyor system was installed, he said, electric fork lifts were in use at the terminal.

Additional savings were made, Mr. Linam said, in damage claim costs, which were reduced 25 percent by use of conveyors. "It was our experience that when we changed from hand trucks to fork lifts our damages increased, and when we changed to conveyor our dock damage experience improved over both the folk lifts and hand trucks," he said.

Mr. Linam listed, however, two disadvantages to the system: a conveyor requires greater floor space in a terminal, and is not suitable for handling heavy, bulky or large crates. Shipments of such items require either the folk lift or other equipment, he explained.

Otto E. Liipfert, of Winston-Salem, N. C. Division Superintendent, Roadway Express, Inc., Akron, Ohio, described fork lift operations at his company's terminal at Winston-Salem.

Power Trucks Carry Cheeses

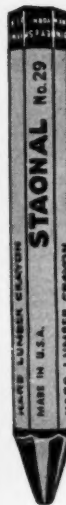
(Continued from Page 22)

is about 500 pounds, depending on product and carton size.

Shipment of the finished product, based on lot numbers, is mostly by highway truck to Kraft's branches throughout the Sacramento plant area. Trucks back to one of ten enclosed docks to receive their cargo. Weather barrier doors at the dock help maintain proper temperatures in the plant, summer or winter.

—Photo & Data Courtesy Automatic Transportation Company

**way
out
front**



- For checking purposes..... STAONAL No. 1
- For marking smooth surfaces
such as china, tin, etc..... STAONAL 1 C T
- For general marking and shipping STAONAL No. 2
- For marking glass and cellophane STAONAL No. 4
- For marking leather, fabrics..... STAONAL No. 5
- For marking rubber..... STAONAL No. 11
- For marking wet or dry lumber... STAONAL No. 29

STAONAL®

Marking crayons of outstanding superiority!

Efficient! Foolproof! Completely dependable!

Need a crayon that's gritless, waterproof, indelible? Semi-permanent? Fugitive?

You'll find whatever marker you require in the STAONAL Complete Line of Marking and Checking Crayons. Special crayons are made for special purposes.

SEND FOR FREE
illustrated marking
crayon price book
sheet to
DEPT. TSM.

BINNEY & SMITH CO.

41 E. 42nd St., New York 17, N. Y.

CELEBRATING 50 YEARS OF CRAYOLA® LEADERSHIP



Drawn with
a FLO-MASTER

Speed up Your Shipments with the Flo-master

When it comes to addressing boxes, crates, bags, cartons, etc., the Flo-master is an old smoothie. Interchangeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Spring valve permits finger tip control of ink flow. Lightweight but sturdy aluminum construction. "Pocket Size" for general use — "King Size" for heavy-duty marking. Used with Flo-master inks — instant-drying, water-proof, non-smudging.

Ask your supplier or write to Cushman & Denison Mfg. Co., Dept Y-11, 153 W. 23rd St., N. Y., N. Y.

*A CADO Product

Cap of "King Size" may be screwed to bench to serve as stand.

Flo-master

FELT-TIP MARKER

METZGAR "NYLO-ROLL" CONVEYORS

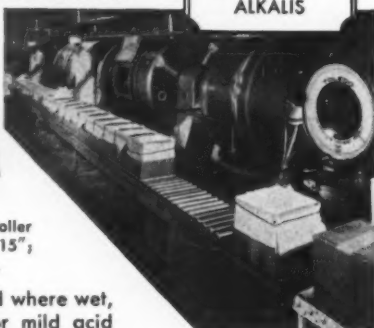
Resist
CORROSION

NYLON
BEARINGS
ON
STAINLESS
STEEL
AXLES

Gravity, or Live Roller
Models. 11 1/2", 15",
18", 24" widths.

Recommended where wet,
alkali, salt, or mild acid
conditions rapidly destroy
ordinary ball bearings.

LACTIC ACID
FOOD ACIDS
MILD
INDUSTRIAL
ACIDS
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For full information
Describe your needs

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MFGS. OF WHEEL & ROLLER GRAVITY &
LIVE ROLLER CONVEYORS • POWER BELT
CONVEYORS • SWITCHES • ACCESSORIES
& REEL DOLLIES



403 Douglas, N. W.

GRAND RAPIDS 4, MICH.

Shallow Folding Carton Wins Award For Company

The Bristol Company of Waterbury, Conn. packages industrial recording charts in a family of four cartons. These charts are used in automatic recording, controlling and telemetering instruments. Some are in roll form and some are circular flat charts, packaged in unusually shallow folding cartons. Printed red and brown on buff colored board, a simple design incorporates the company's trade mark and includes name of the particular chart enclosed.



Officers of The Bristol Company receive award from Folding Paper Box Association of America. From left to right, Thomas Cathcart, Erwin Claus, Carlton Bristol, Franklin Bristol.

These cartons won an Honorable Mention in Technical Superiority Of Printing, Best Two Color Printing, at the annual carton competition of the Folding Paper Box Association of America. In the photograph, Thomas Cathcart (1.), sales manager, folding carton division at Thames River, presents framed award to officers of The Bristol Company—Erwin Claus, vice president, Carlton Bristol, chairman of the board, Franklin Bristol, secretary.

—Photo & Data Courtesy Robert Gair Company, Inc.

8-Ton Tanker Section Shipped In Record Airfreight Delivery

A 16,000-pound lower section of an oil tanker's stern frame was flown from N. Y. International Airport, Idlewild, to Milan, Italy in what is considered the largest airlift of a single piece of commercial freight across the Atlantic, this past summer.

Destined for the Socony-Vacuum Oil Company's S.S. Sovac Radiant, in a shipyard at Genoa, Italy, the huge ship's part was moved by truck from Maltensa Airport, Milan. It was trucked to Idlewild from the Sun Shipbuilding yards at Chester Penna.

In addition to the stern frame, 880 pounds of shoring were added by the air-freight airline to facilitate handling.

The flight was commanded by Capt. Joseph Szaflarski of Westchester, Penna., and carried four other crew members.

On March 16, 1949, the same company flew a similar part of a ship weighing 14,200 pounds to Rome for an Italian tanker damaged in the Mediterranean. At that time this air movement was considered a record-breaker in transatlantic air freighting.

Laying-up a vessel at a foreign port, shipping experts claim, costs the operator about \$4500 per day. Delivery of bulky ship's parts by transatlantic air freight substantially reduces the non-productive time and cost.

—Courtesy Seaboard & Western Airlines

Package Engineer Activities

(Continued from Page 24)

the first two courses by the instructors, Harry A. Wolsdorf of Package Research Laboratory, Rockaway, N. J., one of the country's outstanding packaging and shipping technical experts, and E. F. Gallivan of W.B.M.A. headquarters in Chicago.

The course consists of three sections covering "Design of Wirebound Boxes," "Design of Wirebound Crates," and "Checking Performance of Boxes and Crates."

Packing Problem Course Features Top Experts

Current packing problems and present-day military packing techniques are among the subjects to be studied in "Packing and Packaging: Design Techniques and Cost Reduction Studies," a course being given in the fall term by New York University's Division of General Education.

Allyn C. Beardsell and Alfred W. Hoffman, vice president and technical director, respectively, of Container Laboratories, Inc., are the instructors for the class meeting from 6:15 to 8 p.m. on Tuesdays, September 22 to January 19, at NYU's Washington Square Center.

Hand Truck Safety

(Continued from Page 25)

wheel trucks should be parked so that they will not fall.

Riding hand trucks and hitching rides on power trucks or trailers is against company regulations.

Operate a power truck at a safe speed at all times. A safe speed is determined by the type of load, aisle space, and foot traffic. Trucks must travel at a speed

Visit D. C. COOPER

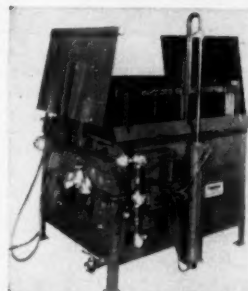
"THE TANK TYCOON"

HEADQUARTERS

at the STATLER HOTEL

OCTOBER 20-21-22, 1953

EVERYTHING FOR PROCESSING and OVERSEAS PACKING
Cooper Pneumatic Agitating and Dipping Machines
(Electrically Heated and Unheated Models)



PNEUMATIC AGITATING MACHINE
(Unheated) Model Air-48

AUTOMATICALLY

- Cleans Metal Parts
- Removes Fingerprints
- Dips Parts in Rust Preventives Oils, Grease, Etc.
- Sizes to 1000 gals.

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(Thermostatically Controlled—3" Dial Thermometer)



U/L Approved Wax Dip Tank
(Model W-135)

- Accurately and Safely Heats Wax, Rust Preventives, Oils, Grease, Etc.
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- No Obstruction on Inside of Tank, Allowing Free Dipping Space
- Sizes from 3 gals. to 1000 gals.

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Wire Basket-Style 5

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Underwriters' Laboratories Approved

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- Plastic Dip Tanks
- Cold Dip Tanks
- Metal Parts Washers
- Dipping Baskets
- Desiccant Storage Containers
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- Dipping Wax (JAN-P-115)
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10-53

that will allow them to stop safely in case of an emergency. The speed limit set in the plant is the maximum, for ideal conditions.

Trucks must stop at blind intersections and before passing through doorways.

Truck operators should refuse to transport loads which are unstable or are above the rated capacity of their vehicle.

Dock plates must be anchored. Truck operators should approach them at a right angle and drive over them slowly.

In elevators, the truck motor must be turned off and the brakes set.

Truck operators must sound the horn or bell when approaching pedestrians. However, sounding a warning does not give an operator the right-of-way. He must proceed slowly until pedestrians are out of the way.

Lift trucks should not be operated with forks up. Use the tilt control to bring load over drive wheels. This keeps load from spilling.

Power truck operators should report such conditions as decrease in normal speed, lack of power, poor brakes, poor steering control.

—National Safety Council

Giant Power Truck Built For Welsh Steel Co.

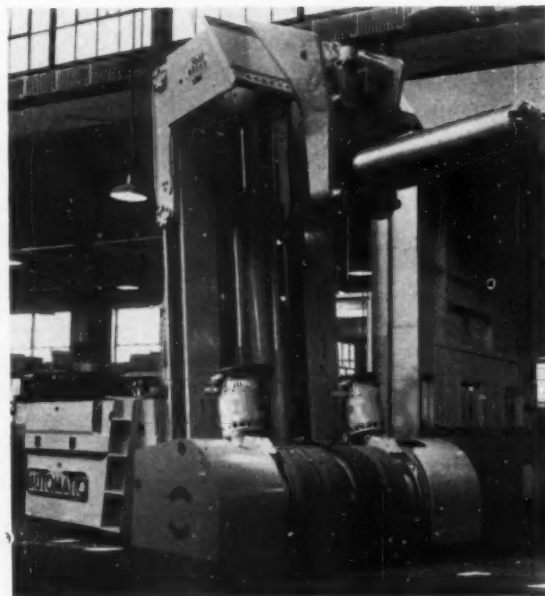
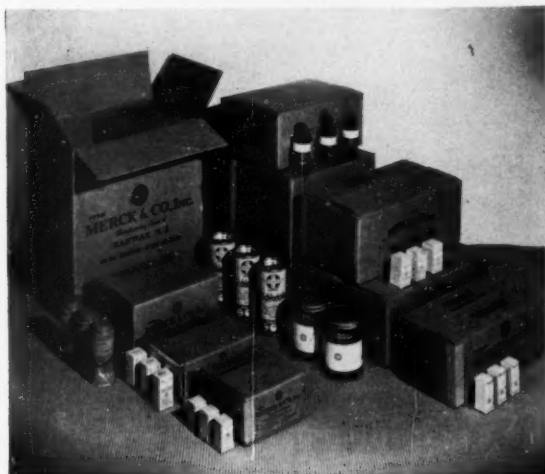


Photo & Data Courtesy Automatic Transportation Co.

Being readied for shipment is this 50,000-pound capacity electric industrial truck, built for the Steel Company of Wales, Port Talbot, Wales. It features a special powerized rotating load carrying ram. The ram is used to tighten loose coils of rolled steel, and was custom built at the request of the Welsh firm. The truck, one of four such models built, is part of a fleet of 16 heavy duty trucks built for the Steel Company of Wales.

Slotted Containers Form Ideal Shipper For Drugs

Today's modern package is an integral part of the merchandise . . . designed to protect and identify products as they travel from the manufacturer to the retailer and consumer. Here is an example of modern protective packaging which completes the merchandise and makes possible safe, sure delivery.



Boxes are packed within boxes in the new Merck & Co. corrugated container units. The printed boxes identify the products in transit.

Merck & Co., Inc., Rahway, N.J., manufacturing chemists, pack many of their quality products in regular slotted boxes. Zinc Stearate Baby Powder, for example, is packed 12 cans to the box with each individual box shipped six to the master unit. Other products are packed in dealer units of 12 and 24 an individual shipping box.

Manufacturer's name and trademark, product name, and handling instructions are printed prominently on the boxes to facilitate swift handling and assure easy identification.

—Photo & Data Courtesy The Hinde & Dauch Paper Company

Some Figures On Highways, Truck Tonnage & Roads

Only one per cent of the nation's total highway, road and street mileage connect all of the largest cities. This small segment carries 20 per cent of all rural traffic and 10 per cent of all urban traffic.

More than three-fourths of America's freight tonnage moves at one time or another by private and for-hire trucks.

MEN — METHODS — MATERIALS

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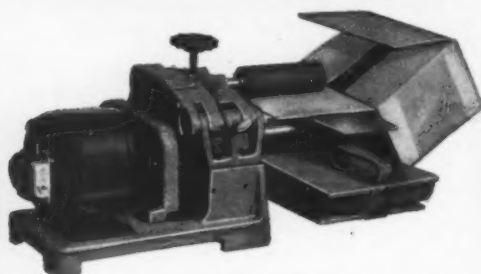
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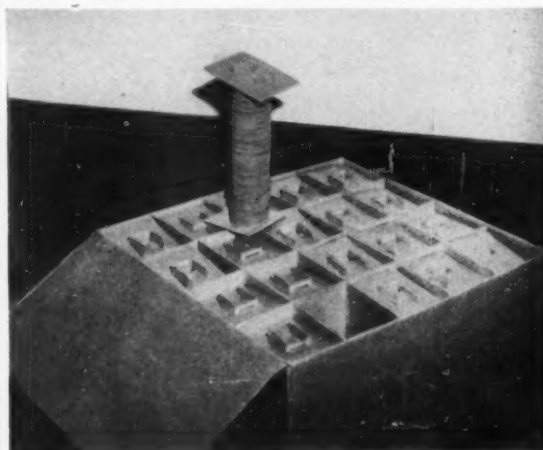
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CHECK MARKS ON EACH PIECE WITH BILLING
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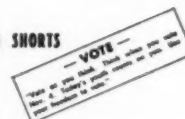
DO NOT PIECE-CHECK...IT CREATES OVERS AND SHORTS

MAKE SURE OLD MARKS ARE REMOVED

DO NOT ACCEPT CONTAINERS THAT WILL NOT STAND ORDINARY
TRANSPORTATION OR ARE SUBJECT TO LOSS OR DAMAGE

LESS LOSS AND DAMAGE MEANS . . . MORE BUSINESS . . . MORE JOBS

The American Association of Railroads has been issuing posters like the above for the guidance of men who handle railroad freight.



outside edge of the product. The corrugated forms a core for the gasket. Twenty of these, with die-cut partitioning pads at each end, fit into a corrugated shipping container.

Gaskets were formerly packed loosely in bulk. Many were creased and distorted in transit, making it difficult to assemble them properly and speedily. This new packing also speeds removal on the assembly line and permits correct count of gaskets received.

Use of this packing results in savings due to less danger from damage in transit, and time saved at assembly line.

—Photo & Data Courtesy Robert Gair Company, Inc.

Effects of Impacts on RR Box Cars Studied

By SERGEI G. GUINS, Research Engineer, The Chesapeake and Ohio Railway Company

CERTAIN HAZARDS AGAINST which the products are packaged are common to all types of transportation. Stacking, loading, humidity, etc., are examples of these hazards. Some of the others like impacts and vibration which are encountered in all means of transportation vary in their intensity and character depending on the vehicle in which it is transported. These hazards have another characteristic and that is, they can't be estimated empirically as they depend on the suspension of the vehicle, roadway, and type of service.

The Chesapeake and Ohio Railway Company, in an attempt to evaluate efficiency of various types of equipment sold, and to establish a program of improvement, has undertaken several test programs which lead to a fairly comprehensive picture of what is happening in a railroad box car, both on the road and in the yards. The response of this combination shown in Fig. 1 allowed us to measure with accuracy accelerations up to 60 cycles per second, with all frequencies over 200 cycles per second automatically filtered out, Fig. 2 being an example of the record taken.

Signal Corps engineers brought equipment that had a range of from 20 to 500 cycles per second. The overlap between the ranges of the two sets of equipment allowed us to make a cross check so that results could be easily compared. The high frequency data obtained, while of great value to electronics engineers of the Signal Corps is of little importance to the majority of packaging engineers. Yet, it did explain the source of high accelerations that had been reported to exist in railroad cars. These high accelerations are coupled with frequencies of other 500 cycles per second, have movement amplitude of a few thousands of an inch, and can be absorbed by a layer of corrugated board.

Harmonic Analysis

The study of the oscillograph records gave us all the major frequencies and corresponding acceleration magnitudes, but to be doubly sure, harmonic analysis, Fig. 3, of several records was made. The results of these studies is given in a graph form in Fig. 4. The most interesting feature is that the frequencies present can be classified into two groups, one corresponding to the suspension frequencies and the other corresponding to frequencies of structural members, and that some frequencies are not present at all. It also indicates that vibrations caused by structural members are of fairly small magnitude and can mostly be ignored. Inasmuch as it is not practical to select a particular car with a particular suspension,

Delivered at the Packaging and Materials Handling "Short Course" jointly conducted by the Society of Industrial Packaging and Materials Handling Engineers and the College of Mechanical Engineering, University of Illinois, Extension Division, at Chicago Coliseum, October 13 thru 16, 1952.



Neon Sign Shipments—Only ONE of 1001 Uses of HANSEN ONE HAND TACKERS

SECURING NEON SIGNS in shipping containers—tacking leather hinged supports to absorb shock in transit—is but one of scores of uses for Hansen one-hand Tackers. Lining shipping cases with felt is another. Tagging, labeling, fastening bags of casters, etc. are other uses.

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CAN SEAL
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CARTON
BOTTOMS
AN HOUR!**

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"We have been doing a good deal of packer work, stitching four thicknesses of 275 lb. test corrugated together, which in all my years of experience with stitching machines, is about the toughest job a stitching machine could come across. However, our IDEAL has done thousands upon thousands of these and is getting along fine."

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NEATER... WIRE
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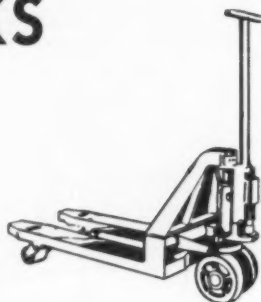
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package has to be designed to either be outside of these frequencies or so that it can dampen the amplitude of the frequencies present.

Impacts The Other Cause

Impacts are the other cause of damage to lading. The railroad cars are subject to impact both in the railroad yards due to switching, and on the road due to run-ins and pull-outs due to slack between cars, sudden brake application and train starts and stops. A survey made by the Southern Pacific Railroad on all of their divisions indicates that about 75% of impacts take place in the yards and 25% on the road. A breakdown of impacts on a mile per hour basis, Fig. 5 indicates that there are a number of impacts at speeds over 5 mph observed both on the road and in the yards. Impacts below 5 mph were disregarded as any impacts below this speed are considered to be safe, that is not causing any damage. It must also be pointed out that the speeds were based on the "Zones" of the impact register, but they check with some of the data collected by actual measurements in the yards around Chicago. The study of shocks that occur on trains of various lengths and in various locations in the train conducted on the Pere Marquette District of The Chesapeake and Ohio Railway Company indicates that the intensity of shocks depends mostly on condition of the draft gear of the car. If the draft gear functions properly, the intensity of the shocks is low, but if the draft gear is defective, they can be very large.

The work done by the Research and Development Division of the Pullman-Standard Car Mfg. Company and by the North American Aviation Company with the cooperation of the Southern Pacific Railroad gives a good idea of what happens to the cars when they are impacted during switching. Pullman work was done under laboratory conditions while tests on the Southern Pacific were made under operating conditions. Fig. 6 gives an example of results obtained during these tests. One thing is quite evident, that the magnitude of impact even under worst conditions is much less than the intensity of shock produced by the drop test specified by most packaging design procedures or encountered during loading and handling operations.

Not An Attempt To Exonerate RR's

The data presented above is not an attempt to exonerate the railroads. They still have a problem of delivering merchandise without damage, but to try and state the conditions as they exist and then try and outline a course that would lead us to a solution of the problem. The railroads now own and operate 1,721,269 freight cars with a replacement schedule including rebuilding and upgrading of about 10% a year. Any mechanical improvement would, therefore, be slow in becoming general and cannot be counted to give any immediate relief. There is a general movement toward elimination of stiff spring snubberless type trucks. On old equipment, this is done by introducing snubbers with the springs or using what is known as packages, a long travel spring nest with built-in dampers. The effectiveness of these devices does not always do what we would like compared to modern trucks, but they tend to eliminate the shaded area of Fig. 4 labeled a 1915 type all-coil truck. This in itself is a great improvement.

Effectiveness of draft gear is a problem under consideration and various designs of cushioned underframe will be brought forward. These will tend to reduce the intensity of shocks at a given speed, but their effect might be nullified by switching speeds that are increasing with the years in the effort to reduce idle time of cars and improve delivery time. The immediate answer is not then in the mechanical performance of the equipment as such, but in its use.

What does really happen in the freight car? We load the car with a series of packages, which, according to laboratory tests, can singly withstand vibration, impacts, and a certain amount of compressive force. The question is, can they withstand the hazards of transportation collectively. These packages, unless they are segregated in smaller groups, have to take the force produced by the mass of all the packages

lined up along the car. For example, a package 12" cube weighing say 20 pounds loaded in a 50 ft. box car at a switching speed of 7 mph will have a maximum compressive load of (49 x 20 x 12.4) pounds, or 12,160 pounds. To design a package to withstand such load would be impractical. The answer then is to sub-divide the load so that the maximum compressive force does not exceed an economical value. Steps are being taken to do just that. We see the increased use of pallets, special containers, load dividers such as Evans loader, Pullman Compartmentizer and arrangement for use of steel straps. All of the above indicate that this vexing problem of damage to lading is receiving very serious consideration and definite steps are being taken to reduce damage to a minimum.

What we particularly would like to stress is that the final solution cannot be brought about by either the shipper or the carrier, but must be solved by a cooperative effort, and that can be done only if there is a complete understanding of the problem.

AAR Poster Warns of Possible Impact Damage

Weather Forecast **"WARMER!"**



Remember

Cars roll easier in warm weather and the chance for damaging impacts increases

AAR keeps damage warnings uppermost in freight-handling sections by using posters such as this one.

Railroads have about one billion cross ties in use, approximately 30 million to 35 million being replaced each year because of decay or mechanical wear.

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MEN — METHODS — MATERIALS



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INDEX TO ADVERTISERS

Aeroil Products Co.	33
Alexander Co., The W. H.	4
American Excelsior Corp.	40
American Tape Printer Co.	31
Angier Corp.	42
Atlantic Gummed Paper Corp.	8
Atlas Plywood Corp.	5
Better Packages, Inc.	Back Cover
Better Shipping Manual.....	40
Binney & Smith Co.	37
Cooper Co., D. C.	39
Cushman & Denison Mfg. Co.	38
Davison Chemical Corp., The	14
Derby Sealers, Inc.	2
Detecto Scales, Inc.	36
Equipment Mfg., Inc.	9
Feaver Co., John H.	34, 45
Gilman Paper Co.	3
Glue Fast Equipment Co., Inc.	34
Gummed Products Co., The	32
Hanline & Sons, Frank	43
Hansen Mfg. Co., A. L.	43
Ideal Stencil Machine Co.	28
Industrial Shredder & Cutter Co.	44
J. S. Equipment Co.	44
Leonard & Co., G. R.	10
McLaurin-Jones Co.	11
Marsh Stencil Machine Co.	12
Metzgar Co.	38
Pitney-Bowes, Inc.	47
Postal Digest Co.	41
Potdevin Machine Co.	42
Rathborne, Hair and Ridgway Box Co.	29
Rexford Paper Co.	32
Sherman Paper Products Corp.	36
Thilmany Pulp & Paper Co.	7
Traffic Managers Institute	42
United States Plywood Corp.	35
Wirebound Box Manufacturers Ass'n.	45

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- She is five feet four, blonde, and built. With blue eyes and freckles across her nose. A very intelligent doll, too. Her first name is Marie.
- She used to pass by the Shipping Dep't every night, out the back way to the car park. And see me, sleeves rolled up very uncouth, putting postage stamps on a flock of parcel posts. No way to make an impression on a girl!
- I did my darndest to finish up the parcel posts in time, and meet her accidentally some night, with a necktie and coat on. *Me* with a necktie, that is—Marie don't wear 'em. But I never could get the work—or myself—cleaned up in time.
- So I told Mr. Robbins that if we had one of those postage meters, I was sure I could get out our parcel posts on earlier trains, planes, keep our postage account accurate, and give me more time for other things (including Marie). Also the same meter would stamp our mail. He said okay... So I've been doing all right lately.



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cartons
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- ☐ Fail to reactivate all the glue on their sealing tape;
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- ☐ Fail to conserve labor in handling tapes; and
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